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Automotive News

November 25, 1985

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60th year—$45 per year, $1.0

VW retains slender lead in Europe

By Richard Feast
European Editor

LONDON.—The Volkswagen-Audi group maintained its slender lead over Fiat Auto in Europe's sales race in the third quarter.

The first-half positions were repeated in the nine-month period, but with a slight tightening of the grouping.

The major development concerned a general upturn in demand in the third quarter. At the end of September, the Western European sales total was 8,215,000, an increase of 3.7 percent over the same period one year earlier. At the end of the first half, the total of just under 5.66 million was almost identical with that of the year-earlier period.

Unofficial sales returns for the nine months put VW-Audi at 12.8 percent, Fiat Auto at 12.4 percent, Ford at 12.0 percent, General Motors (Opel-Vauxhall) at 11.5 percent, the Peugeot-Citroen group (PSA) at 11.2 percent and Renault at 10.5 percent.

One year earlier, the European Big Six were ranked: Ford, 13.1 percent; Fiat, 12.8 percent; VW, 11.8 percent; GM and PSA, 11.2 percent each, and Renault, 10.8 percent.

Japan's share rose from 10.2 percent in the first nine months of last year to 10.8 percent in the first three quarters of this year.

If VW maintains its position to the end of the year, it will be the first time it has been Number One in Europe. It has swept into the

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Renault of future

21 headed for Europe, U.S.

Renault will introduce this slightly larger, higher-line replacement for its 18 model at the Geneva Auto Show in March. The front-drive four-door 21 will go on sale in Europe this summer and is slated to be exported to the U.S. by early 1988. Related story on Page 72.

Import-car stockpile sinks to 11-month low

By Kathleen Hamilton
Assistant Managing Editor

The supply of new imported cars fell to an 11-month low, opening November at a 28-day level. Increased sales during October were the main cause of the decline. The unit count on Nov. 1—276,006—was the lowest in six months.

On the other hand, sales of imported trucks fell and inventories rose, hiking the truck stockpile to 39 days' worth from last month's opener of 26 days.

For comparison purposes, there were 280,248 cars in inventory on Oct. 1, a 29-day supply. And on Nov. 1 a year ago (when Japanese quotas were stricter), the car stockpile was 186,567, a 24-day supply.

The import-pickup inventory at the start of this month was 97,597; a month earlier, it was 84,957, and a year earlier it was 87,756, a 42-day supply. All import truck figures also include Nissan's domestic models.

The decline in car inventories was most in evidence in the German column; there, BMW ran its stockpile down to about a third of what it was on Oct. 1. Mercedes-Benz inventories were lower, too. But in its case, stocks have been low for two months, and its sales are subsequently declining.

That caused an anomaly common in days-supply figures: Because inventories are divided by a smaller daily selling rate, the days-supply figure gets bigger, even though there are fewer cars in dealerships to sell.

That's exactly what happened to Mercedes this month. Its 44-day inventory is actually far from where it would like it, even though the industry usually considers such a number completely acceptable.

The big increases in days-supply figures for Volkswagen imports and especially for Merkur were caused by the opposite problem: Higher inventories, lower sales. Incentives came off the Merkur in October, no doubt contributing to the sales decline.

The average supply of Japanese cars stayed the same, but there were some individual numbers worth noting: Changes in the Chevrolet captives' supplies are due mostly to variations in shipments; both models increased their sales during October. Toyota

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Bombardier eying car for Canada; talks with Daihatsu

By Richard Johnson
Detroit Reporter

Bombardier, Inc., the Montreal-based maker of military vehicles, mass-transit cars and snowmobiles, may soon join the growing list of foreign companies with plans to begin selling small passenger cars in the U.S.

The Bombardier small-car program, which is now under study, reportedly could be accomplished in partnership with minicar specialist Daihatsu Motor Co. of Japan.

"We are looking into the feasibility of possibly manufacturing a small, economical car in Quebec," said Bombardier spokesperson Helen Crevier. She would not confirm or deny the reported Daihatsu connection.

Daihatsu announced several months ago that it will begin selling vehicles in the U.S. in late 1987 through its own dealer network.

John Fukunaka, Daihatsu's team leader for U.S. products, said, "to the best of my knowledge, there have been some talks" between Bombardier and Daihatsu involving component sourcing. But he said he had no direct involvement in negotiations.

The Canadian manufacturer received a $2 million (Canadian) subsidy from the federal and provincial governments to help undertake a feasibility study on small-car production in Valcourt, P.Q.

The study, which was launched about six months ago and is due to be completed early next year, involves the technical and marketing aspects of a small, fuel-efficient car, according to Crevier. Asked whether the car might be exported to the U.S. market, she said "we're certainly looking at all possible markets."

The company reportedly has on the drawing boards a minicar code-named NCV (New Concept Vehicle), although Crevier declined to comment on specifics of the program.

"We've only recently been looking to find new products to use our capacity at Valcourt," said Crevier. "That's why we're looking at a small car."

The excess capacity results from the downward trend of the snowmobile business, which produced sales of 100,000 units annually for the company in the early 1970s. But Crevier said the entire North American snowmobile market now comes to about 100,000 units, 35-40 percent of which is held by Bombardier, the industry leader.

Crevier would not say what level of car production would be required to utilize existing capacity at Valcourt.

"We expect the (small-car) feasibility study to be done in early 1986," she said. "If we decide to go ahead, we'll have more details."

A joint venture with Bombardier would provide an all-important North American manufacturing base for Daihatsu, the smallest of Japan's nine auto makers and the only one not currently exporting to the U.S.

The company will bring its 3-cylinder, front-wheel-drive Charade model to the U.S. in late 1987. The car is about 21 inches shorter and 600 pounds lighter

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breaking news

China looks to Japan

BEIJING, China.—The Chinese Government is trying to attract a Japanese maker into a joint venture to build pickup trucks here. China's recent two-year ban on most vehicle imports is forcing Japanese makers to consider production in China. Nissan Motor Co. said it was one of several Japanese firms negotiating. The joint venture would involve China's largest auto plant in Changchun. It would produce about 100,000 pickups a year.

NLRB denies EDS pleas

DETROIT.—The UAW has not decided if it will appeal a

See BREAKING NEWS, Page 8, Col. 4

He plans to oversee diversification until time for retirement

Iacocca elaborates on restructuring

By Dan McCosh
Detroit Reporter

Chrysler Corp. Chairman Lee A. Iacocca said he intends to stay with the company until he retires in four years at age 65—long enough to oversee a diversification strategy aimed at boosting Chrysler's non-automotive business to as high as 50 percent of its operations.

In an interview with Automotive News, Iacocca elaborated on Chrysler's recently announced plan to establish a holding company with four major operating groups.

The main purpose of the reorganization was to lay the groundwork for a major diversification program, he said, as well as ease the transition to new management when he retires.

"Looking ahead, it gives us a chance to establish more entrepreneurs (in Chrysler management)," Iacocca said.

"What is a chief executive's only role in life? It's the type of people you get and putting them to use that make or break you. We're trying to establish a transition. A time comes to everyone when he's got to move on. If he's 65 in four years, we'll see. But I intend to be here, Lord willing, through that period of time."

Iacocca's remark is the first public indication he intends to stay beyond his current contract, which runs through Dec. 8, 1987. It also further quashes speculation that he intends to run for president in 1988—an ambition he repeatedly denies. Iacocca will be 65 in October, 1989.

Diversifying Chrysler to the point where it is no longer dependent on boom-and-bust auto industry economics is likely to engage most of Iacocca's attention in the meantime.

"It would be nice to say technologies—undefined yet—or aerospace—slightly defined—would be half, and cars and trucks would be half. That makes our car and truck business stronger, because when these big black, holes come along, these down cycles when you drop 30 percent and 40 percent, you have a noncyclical, business to support your cars and trucks," Iacocca said, explaining the ambitious plan to develop non-automotive business in the future.

"Don't get me wrong. Diversifying to 50-50 would be nice—when you're a 90 percent car business today. But it would mean some large acquisitions. We don't have any large acquisitions planned. We've looked at a dozen.

"If a big one came to pass, you'd be on your way to doing that," he said. "It doesn't have to be 50 percent automotive, but it can't be 90 percent. So it might go to 80 percent and 70 percent, and it might take a decade. But that would be our overall thrust."

Iacocca said the acquisitions planned would be in fields with industrial or defense customers and that a recent record $800 million debt offering would be used partially to finance the effort.

For Chrysler to diversify to the extent described, it would have to exceed even General Motors' recent takeover of Hughes Aircraft and EDS Corp., which represented about $5.5 billion in sales at the time they were acquired.

NEWSPAPER

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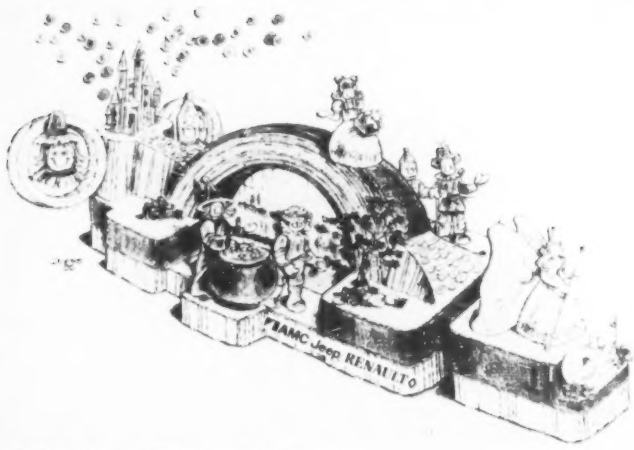

AMC float features Toto, too

This is an artist's rendering of a storybook float which tells the tale of the Wizard of Oz. It is American Motors' entry in the 1985 Gimbels Thanksgiving Day Parade in Philadelphia. The float will feature rain and a 70-gallon pool with colorful flower gardens. Dorothy, Toto, Scarecrow, Tin Man and the Cowardly Lion will be on hand to greet parade goers. The parade's theme is Let Us Entertain You.

EPA study to be used to explore need for more emissions rules

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—EPA has taken another step in evaporative hydrocarbon (HC) emissions regulation. Its comprehensive study will be used to find out whether it is the auto industry or the oil industry and service stations which will be regulated more.

So far, it looks like a shared burden. However, EPA stressed it has not yet decided on the level of regulation for each or if indeed any more regulation will be needed. It has not finished its health effects study.

Most major cities are having serious problems meeting ozone levels. After failing in 1982, they now have until 1987 to meet these standards.

Emissions from parked gasoline-fueled vehicles and from filling car tanks at gas stations are widely agreed to be the major causes of the ozone problems.

It is therefore reasonable to expect action from EPA. Moreover, time is running out: Under the Clean Air Act, states must have plans to attain proper ozone levels in place by the end of 1987.

The auto companies already installed canisters with carbon granules on their gasoline-powered vehicles to handle evaporative losses from fuel tanks and carburetors, and they do not want to add a second canister to each car.

They blame the ozone problem on changes in fuel sold in gas stations. It is more volatile than the fuel they have been using (at EPA's demand) to test their cars, they maintain.

Absolutely right, said EPA. EPA's test fuel (Indolene) with a typical Reid Vapor Pressure (RVP) of 9.0 pounds per square inch was representative of real-world fuel in the early 1970s when cars first were controlled for evaporative HC. Now the RVP of gasoline has risen as the oil companies add butane to cut costs.

EPA's testing of cars in real use shows significantly greater evaporative losses, well above the certification level, because the canisters are not big enough to handle the increased volatility (11.5 psi now).

But EPA also reported that in the real world, many carbureted vehicles cannot meet the standard even while operating on Indolene. EPA said that suggests there is possibly a design problem.

Vehicles with electronic fuel injection—now a small minority but expected to dominate by the late 1980s—pass in the real world on Indolene but "substantially exceed" the 2.0-grams-per-test limit when run on commercial gasoline.

Therefore, EPA tentatively concluded most vehicles on the road exceed the standard and will continue to do so in the future but by a smaller margin. What to do?

EPA, in a bulky and technical report, looked at various long- and short-term choices and compared them for effectiveness and cost.

It concluded that in the short term, the only choice would be to reduce the volatility of gasoline because it would take 10 years to get enough improved cars on the

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Christmas gifts for very forgetful

BEVERLY HILLS, Calif.—Beverly Hills Motoring Accessories' Christmas catalog features a helpful gift for the forgetful driver and a second for the totally absent-minded:

Beep-N-Keep keychain fob beeps to locate lost keys at the clap of the hands. And then there is the Car Finder (that can be wired to Beep-N-Keep by the loved ones of the senile enthusiast). With a push of the button, the remote-control device starts car horn sounding and lights flashing.

Mazda may supervise Ford small-car output

TOKYO.—Ford Motor Co. plans to ask its partner Mazda Motor Corp. to supervise production and decide the types of small cars to be produced at Ford's Kansas City plant, according to Jiji Press, a Japanese wire service.

The plant, which produces the Ford Tempo and Mercury Topaz, is scheduled for renovation.

According to sources quoted by Jiji, Mazda may be entrusted with production and development of Ford's small cars by 1990.

In the reported plan, Mazda will produce Ford's small cars using Japanese technology and production control systems, while Ford will take responsibility for manufacturing large cars.

Ford's idea of dividing up small-car and large-car production is said to be a response to General Motors' Saturn project.

Moriyuki Watanabe, Mazda chairman, said he has heard nothing about the plan. But at a recent news conference, he hinted that Mazda may join Ford of Europe in producing cars in Europe.

Mazda has already agreed to supply engines, transaxles and other major components—together with production know-how—to Ford's plant in Mexico, which will start production next fall at an annual rate of 100,000 units. Some 70,000 of those cars will be sold in the U.S.

Combined annual sales of Mazda's completed small cars, knockdown units and those using Mazda components are said to be 600,000 units in the U.S. and Pacific countries.

Hyundai to build cars on site near Montreal

By Richard Johnson
Detroit Reporter

Hyundai Motor Co. has settled on a site near Montreal for its Canadian auto assembly plant and will seek to operate the facility under provisions of the U.S.-Canadian Automotive Trade Agreement.

The South Korean auto maker has also announced that it will build the Pony Excel front-wheel-drive subcompact at the new plant, which will be located in Bromont, about 45 miles southeast of Montreal.

The provinces of Quebec, Ontario and British Columbia waged vigorous campaigns for the plant, which Hyundai officials are now calling a $300 million (Canadian) investment. At full capacity, the plant will turn out 100,000 cars a year and employ 1,200 directly and an estimated 1,600 indirectly.

Construction of the plant is due to begin next September. Production is slated to start as early as mid-1988, and the plant is due to be at full capacity by 1990.

The facility will be built on a 400-acre parcel in Bromont. A Hyundai team from South Korea is currently at work on design of the plant.

A Hyundai Auto Canada spokeswoman said last week that the company will "attempt to achieve Auto Pact status."

To ship into Canada duty-free, the U.S.-Canada agreement requires that car makers build vehicles in Canada annually with the same total value as those they are selling in the country. The manufacturers must purchase parts in

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4-year project will focus on 'developing' countries

MIT conducting new auto study

By A.S. Plotkin
Staff Correspondent

CAMBRIDGE, Mass.—Encouraged by the success of its four-year international study on the future of the automobile, completed last year, Massachusetts Institute of Technology has begun a sequel study.

The new program, expected to cost about $5 million and also to take four years, will include analyses of the motor-vehicle industries in what MIT calls "developing countries." Countries to be studied include Brazil, Canada, China, Korea, Mexico, Spain and Yugoslavia. India and Malaysia may also be included.

It will look at trucks as well as passenger cars and will examine the total picture of new technologies from the initial steps of designing a vehicle to delivery to the retail customer.

The earlier study concentrated on passenger cars in the U.S., Japan and five European countries. It involved the efforts of some 130 researchers and cost an estimated $8 million.

Looking ahead 20 years, it concluded that the automobile is secure as the prime means of personal transportation and that the industry will remain the biggest in the world. It also analyzed why the Japanese have done so well against foreign competition.

MIT Prof. Daniel Roos, who co-directed the first program, will direct the new one. At the end of the first effort, he said, there was widespread belief that the industry "had returned to profitability and stability."

"However," he said, "we perceived fundamental issues looming just ahead: A new trade crisis emerging, not just from Japan, but from a host of new entrants in the world industry, and a fundamental change in the core technologies of the industry which threaten jobs and traditional patterns of industry organization even in the presence of import threats."

Roos said that many of the industry and government officials who took part in the first study urged the MIT group to continue their research and to continue the annual policy forums which were included in the program. One of those forums may be scheduled in a developing country.

"They had found," Roos added, "that the neutral setting of a university is an excellent place for addressing the social and political implications of the industrial changes which they believe lie ahead."

In the earlier study, each of the seven national teams funded its own efforts. In the new program, funding has been controlled here and is being provided essentially by governments, producers and foundations in the U.S., Europe and Japan. Some funding, however, may come from developing countries.

The new International Motor Vehicle Program, as it is called, will focus on three themes:

1. The emerging organizational pattern of the world industry. This includes assembler-supplier relations, labor-management relations, "cooperative competition" between assemblers and rapidly growing foreign investments.

2. The implication of the new

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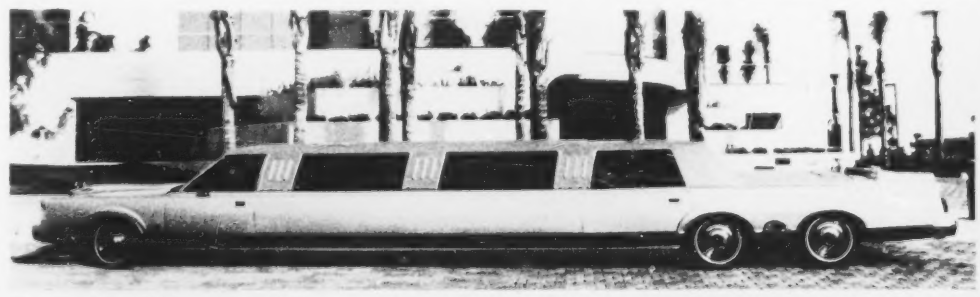

Long, long limo for hire

What may be the longest operational, street-legal limousine in the world is available for rent from Ultra-Americar of Michigan, Birmingham, Mich. The 36-foot-long car seats 14 and has tandem rear axles and an open, as well as an enclosed, passenger compartment. The car is based on a 1985 Lincoln Continental and was built by Ultra Limousine, Los Angeles. Luxury features include two sunroofs, two color TVs and custom burlwood cabinetry.

Payments are $400 to $700

AMC offers rebates on Alliance, Encore

By Edward Lapham
Marketing Editor

American Motors jumped right back into the incentive fray last week by announcing a Nov. 21-Jan. 10 cash rebate program for Renault Alliance and Encore models.

The program began one day after 8.8 percent financing incentives on some models lapsed at AMC, Ford Motor Co. and General Motors.

Chrysler Corp., which did not announce its 8.6 annual percentage rate financing incentive on selected models until after it settled the national UAW strike in late October, has yet to announce a termination date for the program. Chrysler has the only financing incentive in effect on domestic cars.

The Chrysler program also has a cash rebate option.

The new AMC rebates range from $400 to $700, require dealer participation and can be used for downpayment or even to pay off existing loans on tradeins, the company said.

Rebates of $700 are being offered on 1986 Alliance DL sedans, Alliance L and DL convertibles, Encore LS and GS hatchbacks plus 1985 Alliance DL and Limited models and 1985 Encore LS and GS models.

The $400 rebates are offered on 1986 Alliance base and L sedans and Encore S and Electronic hatchbacks as well as 1985 Alliance base and L sedans and Encore base and S hatchbacks.

Only cars purchased out of stock and delivered by Jan. 10 are eligible.

There was widespread speculation in industry circles last week that GM, with ample inventory and a desire to regain market-share percentage points lost this year, might "extend and expand" its APR program before Thanksgiving Day.

However, there was no new program by presstime.

Automotive News sources said a new program was was ruled out for the forseeable future at an internal GM pricing meeting late last Thursday (Nov. 21).

"We have nothing to announce," a GM spokesman said Friday.

Officials at Ford and Chrysler last week "studied" the situation and prepared to act should GM decide to launch another round of APR incentives.

APR programs at Ford and Chrysler this year generally have been reluctant responses to campaigns initiated by GM and AMC.

Peugeot turbodiesels to be offered in 1986

LYNDHURST, N.J.—Peugeot announced that its 1986 505-S sedan and station wagon models will be available with turbodiesel engines after Jan. 1, 1986.

The company previously said it would drop the turbodiesels for the 1986 model year. (Earlier story on Page 52.)

NEW-CAR MARKET SHARES IN U.S.

	SEPTEMBER					NINE MONTHS				
	Regis., September, 1985	Percent Share of Market	Regis., September, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 9 Mos., 1985	Percent Share of Market	Regis., 9 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	159,629	14.45	124,295	14.22	+0.23	1,204,339	14.61	1,196,173	15.65	−1.04
Ford	149,227	13.50	108,491	12.41	+1.09	1,063,100	12.90	949,806	12.42	+0.48
Oldsmobile	110,514	10.00	77,923	8.91	+1.09	823,085	9.99	816,975	10.69	−0.70
Pontiac	89,179	8.07	57,931	6.63	+1.44	589,866	7.16	525,121	6.87	+0.29
Buick	86,559	7.83	77,864	8.91	−1.08	660,386	8.02	690,538	9.03	−1.01
Mercury	59,840	5.42	47,814	5.47	−0.05	530,894	6.44	387,946	5.08	+1.36
Dodge	42,573	3.85	30,081	3.44	+0.41	338,706	4.11	267,299	3.50	+0.61
Chrysler	40,588	3.67	31,004	3.55	+0.12	284,234	3.45	236,887	3.10	+0.35
Plymouth	30,539	2.77	22,610	2.58	+0.19	258,102	3.13	210,377	2.75	+0.38
Cadillac	29,358	2.66	27,129	3.10	−0.44	226,262	2.75	230,060	3.01	−0.26
Lincoln	17,495	1.58	13,203	1.51	+0.07	122,073	1.48	105,774	1.38	+0.10
AMC	14,711	1.33	24,892	2.85	−1.52	101,171	1.23	146,319	1.91	−0.68
GENERAL MOTORS	475,239	43.01	365,142	41.77	+1.24	3,503,938	42.53	3,458,867	45.25	−2.72
FORD MOTOR CO.	226,562	20.50	169,508	19.39	+1.11	1,593,994	19.35	1,443,526	18.88	+0.47
CHRYSLER CORP.	113,700	10.29	83,695	9.57	+0.72	881,042	10.69	714,563	9.35	+1.34
AMC	14,711	1.33	24,892	2.85	−1.52	101,171	1.23	146,319	1.91	−0.68
IMPORTS	274,769	24.87	231,029	26.42	+1.55	2,158,834	26.20	1,881,318	24.61	+1.59
MISC. DOMESTIC	18	0.00	24	0.00	−0.00	179	0.00	211	0.00	−0.00
TOTAL	1,104,999		874,290			8,239,158		7,644,804		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

Domestics lead surge, fueled by incentives

September registrations set record

By Jenny L. King
Detroit Reporter

September new-car registrations reached an alltime high for the month. The total topped one million and surpassed the August count by 19.32 percent.

Domestics were up 29.07 percent year to year, and imports moved ahead 18.93 percent.

In the wake of strong domestic deliveries boosted by incentives,

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the imports' share of the September market dropped 1.55 percentage points, to 24.87 percent from 26.42 percent a year earlier.

Registrations, according to R.L. Polk & Co., totaled 1,104,999 in September, up more than 19 percent from 926,059 in August and up 26.39 percent from 874,290 in September of 1984.

Domestics numbered 830,230 for September, up 29 percent from both a month earlier (642,543) and September, 1984 (643,261).

The domestics' surge included increases in market shares for the Big Three and a notable plunge for American Motors. General Motors gained 1.24 percentage points, moving up to 43.01 percent from 41.77 percent in September a year ago.

Ford was up 1.11 percentage points, to 20.50 percent from 19.39 percent, while Chrysler gained 0.72 percentage points, up to 10.29 percent from 9.57 percent. AMC tumbled dramatically, down 1.52 percentage points to 1.33 percent from 2.85 percent. Miscellaneous domestics remained too few in number to qualify for even 0.01 percentage point.

Examining the domestic makes in September, one finds only Cadillac, Mercury and American Motors down in share of the market.

Without the import factor, the September market was divided in this fashion: GM had 57.24 percent, Ford had 27.29 percent, Chrysler had 13.70 percent and AMC had 1.77 percent. A year earlier, the breakout found GM at 56.77 percent, Ford at 26.35 percent, Chrysler at 13.01 percent and AMC at 3.87 percent.

The market-class configurations featured domestic intermediates at 29.04 percent, imports at 24.87 percent, compacts at 16.39 percent, subcompacts at 12.61 percent, standards at 8.44 percent and luxuries at 8.65 percent.

A year ago imports had 26.42 percent, intermediates were at 21.41 percent, compacts had 18.50 percent, subcompacts had 13.14 percent, standards had 12.17 percent and luxuries had 8.36 percent.

New-car registrations through the ninth month of the calendar year totaled 8,239,158, up 7.77 percent from 7,644,804. The difference between this year's grand total and that of two years ago was nearly 1.7 million cars, putting the 1985 sum 25.67 percent ahead of 1983.

Domestic registrations for the first nine months of 1985 were up 5.50 percent from their year-ago counterpart: 6,080,324 versus 5,763,486. Domestics were up 29.28 percent from the 1983 total of 4,703,192.

Imports were up 14.75 percent to 2,158,834 from 1,881,318. Their share of the market was up 1.59 percentage points to 26.20 percent from 24.61 percent.

For the January-through-September period, GM was down 2.72 percentage points, Ford was up 0.47 percentage points and Chrysler was up 1.34 percentage points. AMC lost 0.68 percentage points in the nine months.

The domestics-only market in the first nine months was 57.63 percent GM, 26.22 percent Ford, 14.49 percent Chrysler and 1.66 percent AMC products.

Including imports, the breakdown was: GM at 42.53 percent, Ford at 19.35 percent, Chrysler at 10.69 percent, AMC at 1.23 percent and imports at 26.20 percent.

Bieber fears 25 pct. drop in auto employment by '88

By Mary Connelly
Detroit Reporter

UAW President Owen Bieber has predicted a significant drop in auto industry employment by 1988 unless imports are curtailed and U.S. small-car production is boosted.

Testifying before the U.S. Senate Finance Committee in a hearing on trade policy, Bieber warned that industry unemployment in 1988 could exceed by 25 percent the "depressed level of 1984."

The percentage was based on a figure of about 1.3 million workers employed in the auto and light-truck industry, including suppliers, in 1984 and would mean a drop to below 980,000 in 1988, the UAW said.

Bieber blamed some of the potential job loss on import market share which he predicted will mount from 23.5 percent in 1984 to 33 percent in 1988.

Additional unemployment will hit the component sector due to "transplant vehicle" production, he said, referring to the practice of locating only assembly operations in the U.S.

Bieber called for import restraints as well as production of small cars and major-vehicle components in the U.S. by domestic companies to halt the trend.

"The 1984 U.S. deficit with Japan in autos was a staggering $20 billion," Bieber said. "We expect this to grow by $5 billion to $7 billion this year because of the absence of restraints and the imbalance in exchange rates."

Bieber also criticized the labor policies of countries such as South Korea and Taiwan claiming that repression of trade unions exists and "constitutes an unfair labor practice."

Bieber supported the proposed Trade Emergency and Export Promotion Act, a measure supporters claim will curb the U.S. trade deficit with some of the nation's largest trading partners.

Ford recalls 19,000 F-350 chassis cabs

DEARBORN.—In two separate actions, Ford Motor Co. is recalling approximately 19,000 of its F-350 chassis cabs and 173 Tempo and Topaz cars.

The company said that the 1985 and 1986 F-350 chassis cabs equipped with rear-mounted fuel tanks require replacement of a polyethylene retainer nut.

The nut holds in place the sender unit, a part of the fuel gauge system that is mounted on the fuel tank. According to the company, the nut could fracture, allowing fuel to leak.

The 1985 Tempo and Topaz models equipped with 2.3-liter engines and automatic transmissions are being recalled for inspection and possible replacement of the electronic engine control processors.

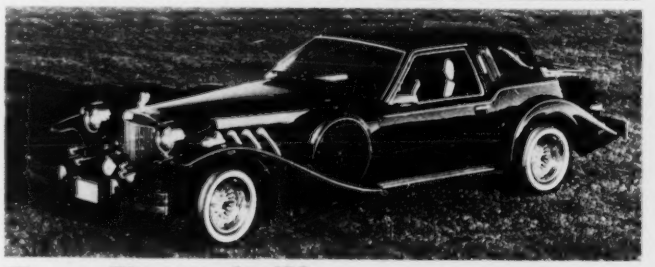
Ford said that an electrical malfunction in the processor could cause the engine to develop or maintain a partially open throttle position, which could result in higher speeds than the driver intends.

Car retrieved via postcard

FALMOUTH, Mass.—The umpteenth variation on the happy ending to car theft has occurred, thanks to a postcard.

A 1980 Chevrolet Chevette was reported stolen from a parking lot. Later, the car owner received a postcard with a Canadian postmark. The writer thanked the owner for the use of the car and said the vehicle could be retrieved at a parking at the airport in Newark, N.J.

"It has a full tank of gas and is in good shape," the postcard message continued. "Sorry for the inconvenience. Thank you very much." Falmouth police contacted Newark Airport authorities and, yes, the car was where the thief had said it would be. The car owner picked up his vehicle.



Zimmer Elegance for '86

Zimmer Motor Cars, Pompano Beach, Fla., has introduced its 1986-model Elegance, powered by Ford's high-performance 5.0-liter V-8. It retails for $62,500.

breaking news

Continued from Page 1

decision by the National Labor Relations Board which dismissed as inappropriate eight of 14 UAW petitions to represent some employes of General Motors' Electronic Data Systems Corp. The UAW said that when the petitions were filed, they carried the signatures of a majority of employes. However, in dismissing the petitions, the NLRB cited changes in the composition of the EDS workforce. In the remaining six petitions, the NLRB is seeking additional information.

Chrysler completes FinanceAmerica purchase

TROY, Mich.—Chrysler Financial Corp. has reached a final agreement with BankAmerica Corp. to acquire FinanceAmerica. The purchase price of $405 million includes 740,000 shares of FinanceAmerica common stock.

truck industry news

Truck tallies soar to nine-month high but heavies soften

By Joseph Bohn
Truck Editor

Truck registrations set alltime records during September and the first nine months of 1985, led by the light-duty segment.

Heavy trucks, those in Classes 7-8, tumbled last month. Class 7 was up, partially offsetting a decline in Class 8.

For nine months, Classes 7-8 were still ahead of a year ago and

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narrowly missed topping the nine-month high established in 1979.

During September, the industry registered 389,822 trucks, up sharply from 357,465 in 1984, the previous September high, according to R.L. Polk.

The light-duty segment registered 366,094 trucks in September, up from 330,890 last year.

That included Class 1 registrations of 251,388, up from 196,469; Class 2 registrations of 111,526, off from 131,629, and Class 3 registrations of 3,180, up from 2,792.

Medium-duty registrations of 5,898 in September were off from 7,406 last year.

That included 67 registrations in Class 4, off from 69; 414 in Class 5, off from 531, and 5,417 in Class 6, off from 6,806.

Heavy-truck registrations of 17,830 were off from 19,169 last year.

They included 6,357 Class 7 registrations, up from 6,248; and 11,473 Class 8s, off from 12,921.

Overall, the industry registered 3,483,801 trucks during January-September, up 16.32 percent over last year's previous alltime high of 2,994,962.

Light-duty registrations of 3,275,516 were up 16.51 percent over last year's 2,811,378, the previous peak.

Within the light-duty segment, Class 1 registrations of 2,248,136 were up 39.20 percent; Class 2 registrations of 999,221 were off 14.43 percent, and Class 3 registrations of 28,159 were off 1.66 percent.

The medium-duty segment registered 48,117 trucks, up 15.01 percent from last year.

Medium duties included 674 registrations in Class 4, up 28.63 percent; 5,054 registrations in Class 5, up 94.46 percent, and 42,389 registrations in Class 6, up 9.49 percent.

The heavy-truck segment registered 160,168 for nine months, up 12.99 percent from 141,748 last year.

Within the heavy segment, Class 7 registered 57,663, up 18.16 percent over a year ago, and Class 8 registered 102,505, up 10.28 percent from last year.

International holds a slim lead over Ford, while Mack barely nudged out GMC through the first nine months of th year in the heavy duty segment.

In terms of market share, Mack and Freightliner show the strongest gains.

Freightliner is expected to continue strengthening its position, particularly next year when it introduces its new line of trucks for the construction market.

U.S. TRUCK REGISTRATIONS

NINE MONTHS, 1985 VS. 1984★

Make	9 mos. 1985	Percent Share of 85 market	9 mos. 1984	Percent Share of 84 market	Pct. pt. Change 85-84
Chevrolet	932,229	26.76	818,635	27.33	−0.57
Ford	924,685	26.54	859,520	28.70	−2.16
Dodge	386,639	11.10	310,223	10.36	+0.74
GMC	259,110	7.44	225,904	7.54	−0.10
Jeep	119,940	3.44	104,652	3.49	−0.05
Plymouth	78,398	2.25	57,896	1.93	+0.32
International	53,258	1.53	47,912	1.60	−0.07
Mack	22,602	0.65	17,955	0.60	+0.05
Freightliner	13,856	0.40	11,470	0.38	+0.02
Peterbilt	9,214	0.26	9,123	0.31	−0.05
Kenworth	8,442	0.24	10,147	0.34	−0.10
White	6,407	0.18	4,796	0.16	+0.02
Mercedes	3,349	0.10	1,692	0.06	+0.04
Volvo	1,768	0.05	1,385	0.05	.....
Autocar	1,302	0.04	946	0.03	+0.01
Western Star	869	0.02	476	0.02	.....
Miscellaneous☆	661,733	19.00	512,230	17.10	+1.90
TOTALS	3,483,801	100.00	2,994,962	100.00	.....

★—All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' sales records.
☆—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U.S. HEAVY-DUTY REGISTRATIONS

NINE MONTHS, 1985 VS. 1984★

Make	9 mos. 1985	Percent Share of 85 market	9 mos. 1984	Percent Share of 84 market	Pct. pt. Change 85-84
International	34,338	21.44	32,151	22.68	−1.24
Ford	33,637	21.00	27,916	19.69	+0.31
Mack	19,650	12.27	15,407	10.87	+1.40
GMC	19,372	12.10	18,946	13.37	−1.27
Freightliner	13,856	8.66	11,470	8.09	+0.57
Peterbilt	9,214	5.75	9,123	6.44	−0.69
Kenworth	8,442	5.27	10,147	7.16	−1.89
Chevrolet	8,089	5.05	7,325	5.17	−0.12
White	6,407	4.00	4,796	3.38	+0.62
Volvo	1,768	1.10	1,385	0.98	+0.12
Mercedes-Benz	1,460	0.91	661	0.47	+0.44
Autocar	1,302	0.81	946	0.67	+0.14
Western Star	869	0.54	476	0.33	+0.21
Miscellaneous	1,764	1.10	999	0.70	+0.40
TOTALS	160,168	100.00	141,748	100.00	.....

★—Group 7 and 8 trucks only.

Son of a shogun

The newest 4WD vehicle on the market, the Suzuki Samurai, features an 80-inch wheelbase and 1.3-liter engine. Suzuki officials expect to draw from several market segments in creating their own special niche.

Suzuki maps strategy for 4WD Samurai

By Joseph Bohn
Truck Editor

Whenever it looks like vehicle marketers might be running out of new niches, someone creates one.

Suzuki of America Automotive Corp.'s Samurai looks like a subcompact Jeep and has the potential to draw from several segments, including off-roaders, subcompact owners and even used-car buyers at its reasonable price levels.

Some 7,000 Samurais will be brought in as trucks, with suggested retail prices beginning at $6,200. By adding a back seat and making a few other minor adjustments, 3,000 more of the same vehicles will be brought in as cars, with list prices of $6,550 and $6,700 for the top-of-the-line model, equipped with AM/FM/stereo and other luxury appointments.

Suzuki officials expect to import the 10,000 vehicles between Nov. 1 and March 31. They went on sale in California Nov. 1 and will go on sale in Florida Dec. 1.

Suzuki has 30 dealers in California, 18 more in the Florida/Georgia area.

They are required to have exclusive showrooms but can share parts and service facilities with other makes.

The importer wants to lay a good groundwork of profitable, high-volume dealers, N. Douglas Mazza, national marketing director, said, so that early sign-ups will help attract additional dealers later.

Suzuki's goal is to build a network of dealers that will, within three years, include outlets throughout the continental U.S, according to Kiyoshi Arai, company president.

The company will provide dealers with a highly sophisticated distribution system to enable them to track local car-buying patterns and supply vehicles accordingly.

The initial ad budget will be $10 million, handled through keye/donna/pearlstein, Los Angeles. Rogers & Associates, Los Angeles, handles public relations.

The ad theme is "never a dull moment." It is designed to stress versatility and what Mazza calls "affordable individualism."

The sport/utility market jumped 73 percent in 1984 and continues to remain strong.

While that segment will serve as the basis for Samurai sales development and direct competitive comparisons, officials feel that other market categories, such as youth and other first-time buyers interested in price and performance, will provide additional sales.

An extensive list of Suzuki accessories will be available to Samurai buyers to allow them to create their vehicle's own personality through a "personalization cen-

Please turn to Page 50, Col. 4

Kenworth ups output with Mexican loan

CUERNAVACA, Mexico.—Banco de Comercio (Bancomer), one of the major banking complexes of the nationalized banking system, has granted a $3.5-million credit to Kenworth Mexicana, S.A.

The funds will be used to acquire imported parts for the assembly of 345 tractor-trailers for export markets.

Kenworth, with an assembly plant in Mexicali (Baja California), expects to generate annual sales of $19 million.

About 400 workers will be added, with the additional truck assembly operations accounting for 35 percent of the plant's capacity.

Bancomer's financing role is part of a Mexican program to finance firms exporting manufactured products. The government wants to generate more foreign exchange.

Kenworth's credit will be rediscounted with Pomex, the Fund for the Promotion of Manufactured Products Exports, within the framework of the recently established Profide agency.

Profide's role is to expand exports of manufactured products, other than crude oil products, which still account for 70 percent of Mexico's total export activity.

Royal to distribute Dura-Loc in buyout

LANCASTER, O.—Royal Corp. here acquired DURA-LOC Products and is taking over distribution from Castlefab Corp.

Royal is a supplier of cab and trailer-mounted air deflectors and designer of the original InnerSpace console. Under the acquisition agreement, Castlefab will continue to produce DURA—LOC products, but Royal will market them.

Hendrickson realigns to boost sales

BURR RIDGE, Ill.—Hendrickson International, a worldwide manufacturer of components for heavy-duty truck applications, kicked off an aggressive sales and distribution effort aimed at international markets.

The program involves realigning all divisions under Hendrickson International. This includes Hendrickson Mfg./Tandem Division, now called Hendrickson Suspension; Burton Spring, now called Hendrickson Spring, and Nash Brothers, a manufacturer of truck bumpers, now called Hendrickson Stamping.

Hendrickson also acquired Norde Suspensions, Ltd., Northampton, England, a manufacturer of suspensions for trucks and trailers in the U.K.

With the division realignment and overseas acquisition, Hendrickson hopes to shore up marketing and distribution in the U.S., as well as the U.K., Canada, Australia, Ireland, Japan, Brazil and Mexico.

A decision to sell Hendrickson Mobile Equipment Division to a Michigan-based investment group was also part of the company's long-range planning.

Under terms of the sale, the new owners have a licensing agreement with Boler Co., which owns Hendrickson International, to continue manufacturing specialty vehicles under the Hendrickson name for a period not exceeding three years.

The Mobile Equipment Division is primarily a regional manufacturer of specialized heavy-duty trucks and chassis. The sale and production of all the company's product lines will continue under the direction of existing management operating as Hendrickson Mobile Equipment, Inc.

Computers tailor vehicle orders for Freightliner

PORTLAND, Ore.—Freightliner Corp. has introduced SPECPRO, an all-new fully integrated software program to help truck customers specify heavy-duty Freightliner trucks accurately and economically.

Developed and marketed by the newly formed Freightliner Software Group, SPECPRO is a fully integrated computer program, designed to provide information about any Freightliner model, its operational characteristics and requirements.

Using a computer terminal and color video screen, a salesperson and customer can custom-tailor a vehicle by changing the configuration and options desired at the touch of a button.

The system also allows a customer to specify optimum financing arrangements and calculate the effect equipment purchasing decisions have on life-cycle costs, operating expenses and taxes, according to Freightliner.

Peter E. Rupp, president and chief executive officer of Freightliner, said that with the computer program, Freightliner is ushering in a new phase in manufacturer-directed programs using the benefits of computerization in trucking.

Freightliner's share of the heavy truck segment has been improving steady.

Wyman Ford reaches 50

Retired Ford dealer William Wyman, center, founder of Wyman Ford, Inc., Maplewood, N.J., is congratulated by Robert Lusko, right, Ford Division New York district sales manager, and dealer Lee Horner, of Wyman Ford, on the firm's 50th anniversary.

Love is only a tennis term as Volvo sues net group

NEW YORK.—Volvo and the Men's International Professional Tennis Council are trading volleys in federal district court here.

Volvo North America Corp. has been a major sponsor of many professional tennis events including the international Gran Prix, which the company sponsored for five years until it lost the contract.

However, while it wouldn't be the "umbrella sponsor" for the Gran Prix circuit for 1985 and beyond (the contract went to Nabisco), it still agreed to sponsor seven events.

Last March, at one of the matches, Volvo displayed its tennis banner which said "Volvo Tennis." The administrator of the MIPTC thought it was too similar to the previous banner which said "Volvo Gran Prix" and sent out letters forbidding the use of the logo.

In April, Volvo North America Corp. sued, charging antitrust violations by the sanctioning body. Joining Volvo in the case are International Management Group, Ltd., and ProServ—major tennis managing and marketing companies.

A spokesman for Volvo said Volvo is not asking for money, "only the right to promote tennis."

However, reports have indicated that many are watching the case with great interest since men's professional tennis, with its millions in sponsorship contracts, prizes and endorsements, may be on the line.

As for Volvo, it continues to sponsor the matches it contracted for and has moved into amateur tennis. The company now has a Volvo Tennis League for grassroots clubs which is being run with the U.S. Lawn Tennis Assn. It also has a collegiate program, "Volvo All-American Tennis."

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And with ours, there's never a problem getting service from Subaru dealers in or out of state.

Remember, if your customers feel they've been short changed, it could cost you a customer.

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NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

SEPT. 1985 VS. 1984*

Make		Group 1 6,000 lbs and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Sept. '85	.....	.....	.....	.....	.....	.....	.....	109	109
	Sept. '84	.....	.....	.....	.....	.....	.....	.....	133	133
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	1,302	1,302
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	946	946
CHEVROLET	Sept. '85	59,655	42,545	2,484	.....	24	659	781	71	106,219
	Sept. '84	46,345	40,888	2,528	.....	23	1,145	1,106	91	92,126
	Year to Date '85	512,705	384,382	22,238	.....	191	4,624	7,601	488	932,229
	Year to Date '84	415,664	363,063	27,231	.....	178	5,174	6,831	494	818,635
(Memo Units)#	Sept. '85	41,286	15,563	.....	.....	.....	.....	.....	.....	56,849
	Sept. '84	30,523	16,877	.....	.....	.....	.....	.....	.....	47,400
	Year to Date '85	374,489	143,938	.....	.....	.....	.....	.....	.....	518,427
	Year to Date '84	284,106	149,690	.....	.....	.....	.....	.....	.....	433,796
DODGE	Sept. '85	25,370	13,854	.....	.....	.....	.....	.....	.....	39,224
	Sept. '84	26,037	11,150	.....	.....	.....	.....	.....	.....	37,187
	Year to Date '85	264,466	122,173	.....	.....	.....	.....	.....	.....	386,639
	Year to Date '84	207,540	102,683	.....	.....	.....	.....	.....	.....	310,223
(Memo Units)#	Sept. '85	17,240	6,951	.....	.....	.....	.....	.....	.....	24,191
	Sept. '84	19,081	6,819	.....	.....	.....	.....	.....	.....	25,900
	Year to Date '85	193,459	66,163	.....	.....	.....	.....	.....	.....	259,622
	Year to Date '84	149,828	64,518	.....	.....	.....	.....	.....	.....	214,346
FORD	Sept. '85	52,773	40,451	.....	.....	.....	986	2,518	976	97,704
	Sept. '84	28,125	66,003	.....	.....	.....	1,185	2,291	1,074	98,678
	Year to Date '85	515,025	366,974	.....	.....	.....	9,049	22,884	10,753	924,685
	Year to Date '84	242,193	580,044	.....	.....	.....	9,367	19,126	8,790	859,520
(Memo Units)#	Sept. '85	33,473	10,896	.....	.....	.....	.....	.....	.....	44,369
	Sept. '84	28,059	20,226	.....	.....	.....	.....	.....	.....	48,285
	Year to Date '85	334,164	116,074	.....	.....	.....	.....	.....	.....	450,238
	Year to Date '84	238,375	186,763	.....	.....	.....	.....	.....	.....	425,138
FREIGHTLINER	Sept. '85	.....	.....	.....	.....	.....	.....	.....	1,914	1,914
	Sept. '84	.....	.....	.....	.....	.....	.....	.....	1,701	1,701
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	13,856	13,856
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	11,470	11,470
GMC	Sept. '85	14,944	12,410	177	.....	354	933	1,086	701	30,605
	Sept. '84	11,470	10,585	222	.....	505	1,024	1,121	1,370	26,297
	Year to Date '85	122,175	104,892	3,250	.....	4,597	4,824	11,137	8,235	259,110
	Year to Date '84	98,348	100,229	1,201	.....	2,418	4,762	9,594	9,352	
										225,904
(Memo Units)#	Sept. '85	9,515	3,893	.....	.....	.....	.....	.....	.....	13,408
	Sept. '84	6,767	4,234	.....	.....	.....	.....	.....	.....	11,001
	Year to Date '85	84,020	35,002	.....	.....	.....	.....	.....	.....	119,022
	Year to Date '84	60,470	37,443	.....	.....	.....	.....	.....	.....	97,913
INTERNATIONAL	Sept. '85	.....	.....	.....	.....	.....	2,377	1,488	2,262	6,127
	Sept. '84	.....	.....	.....	.....	.....	2,927	1,287	2,795	7,009
	Year to Date '85	.....	.....	.....	.....	.....	18,920	12,394	21,944	53,258
	Year to Date '84	.....	.....	.....	.....	.....	15,761	10,947	21,204	47,912
JEEP	Sept. '85	11,554	1,451	.....	.....	.....	.....	.....	.....	13,005
	Sept. '84	11,598	1,973	.....	.....	.....	.....	.....	.....	13,571
	Year to Date '85	107,153	12,787	.....	.....	.....	.....	.....	.....	119,940
	Year to Date '84	89,278	15,374	.....	.....	.....	.....	.....	.....	104,652
(Memo Units)#	Sept. '85	11,002	1,343	.....	.....	.....	.....	.....	.....	12,345
	Sept. '84	11,598	1,745	.....	.....	.....	.....	.....	.....	13,343
	Year to Date '85	106,601	11,417	.....	.....	.....	.....	.....	.....	118,018
	Year to Date '84	89,278	12,871	.....	.....	.....	.....	.....	.....	102,149
KENWORTH	Sept. '85	.....	.....	.....	.....	.....	.....	.....	1,568	1,568
	Sept. '84	.....	.....	.....	.....	.....	.....	.....	1,531	1,531
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	8,442	8,442
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	10,147	10,147
MACK	Sept. '85	.....	.....	.....	.....	.....	233	79	1,628	1,940
	Sept. '84	.....	.....	.....	.....	.....	339	132	2,346	2,817
	Year to Date '85	.....	.....	.....	.....	.....	2,952	771	18,879	22,602
	Year to Date '84	.....	.....	.....	.....	.....	2,548	526	14,881	17,955
MERCEDES-BENZ	Sept. '85	.....	.....	.....	.....	.....	192	208	.....	400
	Sept. '84	.....	.....	.....	.....	.....	169	136	.....	305
	Year to Date '85	.....	.....	.....	.....	.....	1,889	1,460	.....	3,349
	Year to Date '84	.....	.....	.....	.....	.....	1,031	661	.....	1,692
PETERBILT	Sept. '85	.....	.....	.....	.....	.....	.....	.....	1,157	1,157
	Sept. '84	.....	.....	.....	.....	.....	.....	1,021	1,021	
	Year to Date '85	.....	.....	.....	.....	.....	.....	9,214	9,214	
	Year to Date '84	.....	.....	.....	.....	.....	.....	9,123	9,123	
PLYMOUTH	Sept. '85	6,037	.....	.....	.....	.....	.....	.....	.....	6,037
	Sept. '84	6,570	7	.....	.....	.....	.....	.....	.....	6,577
	Year to Date '85	78,398	.....	.....	.....	.....	.....	.....	.....	78,398
	Year to Date '84	57,783	113	.....	.....	.....	.....	.....	.....	57,896
VOLVO	Sept. '85	.....	.....	.....	.....	.....	.....	149	80	229
	Sept. '84	.....	.....	.....	.....	.....	.....	127	51	178
	Year to Date '85	.....	.....	.....	.....	.....	.....	1,122	646	1,768
	Year to Date '84	.....	.....	.....	.....	.....	.....	966	419	1,385
WESTERN STAR	Sept. '85	.....	.....	.....	.....	.....	.....	.....	78	78
	Sept. '84	.....	.....	.....	.....	.....	.....	.....	131	131
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	869	869
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	476	476
WHITE	Sept. '85	.....	.....	.....	.....	.....	.....	.....	771	771
	Sept. '84	.....	.....	.....	.....	.....	.....	.....	550	550
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	6,407	6,407
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	4,796	4,796
MISCELLANEOUS☆	Sept. '85	81,055	815	519	67	36	37	48	158	82,735
	Sept.84	66,324	1,023	42	69	3	17	48	127	67,653
	Year to Date '85	648,214	6,013	2,671	674	266	131	294	1,470	661,733
	Year to Date '84	504,280	6,152	202	524	3	70	150	849	512,230
TOTALS	Sept. '85	251,388	111,526	3,180	67	414	5,417	6,357	11,473	389,822
	Sept. '84	196,469	131,629	2,792	69	531	6,806	6,248	12,921	357,465
	Year to Date '85	2,248,136	999,221	28,159	674	5,054	42,389	57,663	102,505	3,483,801
	Year to Date '84	1,615,086	1,167,658	28,634	524	2,599	38,713	48,801	92,947	2,994,962

*—Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

#—Memo units are trucks which are part of the total listed above each entry. Memo units are Chevrolet vans, El Camino, Blazer and S-10; Dodge vans, compact trucks and Ramcharger; Ford vans, Ranger and Bronco; GMC vans, Jimmy, Caballero and S-15. ☆—Miscellaneous includes imports, FWD, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

Production overseas

FRANCE

Cars

	8 mos 1985	8 mos 1984
Peugeot SA	797,060	823,372
Citroen	294,812	310,231
Peugeot	481,745	461,344
Talbot	20,503	51,797
Renault	869,182	934,680
Total	1,666,242	1,758,052

Vans, trucks, buses

CBM	34	23
Iveco-Unic	62	3,367
Peugeot SA	104,276	74,472
Citroen	47,735	18,753
Peugeot	52,429	47,223
Talbot	4,112	8,496
Renault	143,063	142,733
Sovam	63	56
Total	247,498	220,651
Total vehicles	1,913,740	1,978,703

JAPAN

Cars

	8 mos 1985	8 mos 1984
Daihatsu	105,636	114,176
Fuji	160,752	162,794
Honda	608,914	565,668
Isuzu	129,051	48,508
Mazda	518,091	529,186
Mitsubishi	363,960	351,796
Nissan	1,241,325	1,237,255
Suzuki	147,379	104,409
Toyota	1,687,805	1,605,815
Total	4,962,913	4,719,607

Vans, trucks, buses

Daihatsu	270,424	264,950
Fuji	213,731	198,008
Hino	43,985	40,009
Honda	97,907	100,718
Isuzu	239,598	212,534
Mazda	248,646	248,332
Mitsubishi	381,566	354,344
Nissan	448,224	421,651
Nissan Diesel	24,951	24,899
Suzuki	350,216	339,313
Toyota	667,013	740,184
Others	494	468
Total	3,059,926	2,872,360
Total vehicles	8,022,839	7,591,967

UNITED KINGDOM

Cars

	8 mos 1985	8 mos 1984
BL	339,469	258,138
Austin Rover	330,518	251,137
Range Rover	8,933	7,001
Carbodies	1,102	964
Ford	206,469	200,234
Jaguar	25,540	22,275
Lotus	577	552
Panther	84	294
Reliant	628	76
Rolls-Royce	1,597	1,387
Talbot	43,603	62,055
TVR	291	250
Vauxhall	101,876	80,761
Others	404	413
Total	721,622	627,399

Vans, trucks, buses

Bedford	39,173	33,499
BL	62,928	45,814
Austin Rover	18,069	10,964
Freight Rover	13,403	11,180
Land Rover	20,891	16,440
Leyland Veh	20,565	7,230
ERF	1,392	1,160
Foden	297	491
Ford	72,641	68,082
Hestair Dennis	546	617
Metro Cammell Weymann	305	316
Reliant	47	140
Renault TI	3,505	2,810
Seddon Atkinson	1,183	1,169
Others	122	164
Total	182,139	154,262
Total vehicles	903,761	781,661

SPAIN

Cars

	8 mos 1985	8 mos 1984
Ford	159,054	173,586
General Motors	176,469	162,245
Peugeot SA	103,671	117,482
Citroen	44,572	64,261
Talbot	59,099	53,221
Renault	140,985	148,348
Seat	196,095	148,609
Total	776,274	750,270

Vans, trucks, buses

Enasa	5,464	6,004
Ford	7,149	5,370
Land Rover	12,984	6,726
Mercedes-Benz	6,499	5,788
Motor Iberica	16,463	11,489
PSA-Citroen	38,935	10,107
Renault	16,379	18,168
Seat	10,190	15,329
Setra	166	152
Total	114,229	79,133
Total vehicles	890,503	829,403

BRAZIL

Cars

	9 mos 1985	9 mos 1984
Farus	0	28
Fiat Auto	72,128	72,095
Ford	107,805	109,825
General Motors	134,902	124,035
Gurgel	22	27
Puma	0	94
Sta Matilde	54	50
Toyota	0	105
Volkswagen	213,342	214,781
Total	528,253	520,781

Vans, trucks, buses

Agrale	621	403
Fiat Auto	25,553	27,183
Fiat Cam	112	311
Ford	30,454	28,888
General Motors	21,761	18,579
Gurgel	947	642
Mercedes-Benz	23,340	21,324
Puma	0	14
Scania	3,080	2,529
Toyota	1,812	2,363
Volkswagen	36,876	13,974
Volvo	2,544	1,371
Total	147,100	117,581
Total vehicles	675,353	638,362

Registrations overseas

UNITED KINGDOM

Cars

	10 mos 1985	10 mos 1984
Alfa Romeo	2,769	3,715
BL	299,189	281,388
Austin Rover	296,328	278,717
Range rover	2,861	2,671
BMW	30,177	23,259
Daihatsu	3,960	4,405
Fiat Auto	51,225	45,353
Ford	425,464	434,032
FSO	5,387	4,863
GM-Vauxhall	271,321	252,660
Honda	16,817	16,602
Hyundai	4,598	4,353
Jaguar	7,275	6,787
Lada	13,170	13,764
Lotus	503	482
Mazda	14,999	15,184
Mercedes-Benz	16,539	12,984
Mitsubishi	10,464	9,230
Nissan	91,655	94,782
Panther	51	214
Peugeot SA	90,422	84,952
Citroen	24,464	22,840
Peugeot Talbot	65,958	62,112
Reliant	582	93
Renault	64,267	54,199
Rolls-Royce	642	571
Saab	7,400	7,814
Skoda	8,747	9,789
Subaru	2,876	2,397
Suzuki	3,484	2,869
Toyota	31,059	28,158
VW-Audi Group	95,103	87,085
Audi	17,972	17,853
Volkswagen	77,131	69,232
Volvo	52,171	52,970
Zastava	7,175	5,203
Others	3,847	3,703
Total	1,633,338	1,563,860

SWEDEN

Cars

	10 mos 1985	10 mos 1984
Alfa Romeo	887	926
BMW	3,605	3,354
Daihatsu	1,275	836
Fiat Auto	6,285	5,668
Ford	24,616	22,282
GM-Opel	23,644	17,119
Honda	3,026	2,858
Lada	1,324	1,376
Mazda	10,116	9,202
Mercedes-Benz	8,557	4,722
Mitsubishi	2,146	1,449
Nissan	7,069	6,493
Peugeot SA	5,996	6,289
Citroen	2,578	2,895
Peugeot/Talbot	3,418	3,394
Porsche	411	264
Renault	2,216	2,171
Saab	22,489	23,988
Skoda	299	245
Subaru	1,193	418
Suzuki	501	1
Toyota	9,858	7,375
VW-Audi Group	37,154	27,010
Audi	9,719	5,348
Volkswagen	27,435	21,662
Volvo	58,907	49,909
Others	64	48
Total	221,509	188,391

WEST GERMANY

Cars

	9 mos 1985	9 mos 1984
Alfa Romeo	6,291	10,002
Austin Rover	5,341	5,653
Bertone	348	689
BMW	113,109	123,966
Daihatsu	6,355	5,180
Fiat Auto	81,081	86,623
Ford	188,090	255,548
GM-Opel	283,050	310,850
Honda	29,728	31,142
Isuzu	2,736	2,173
Jaguar	1,855	1,412
Lada	6,212	6,821
Mazda	50,526	52,904
Mercedes-Benz	211,507	177,224
Mitsubishi	34,478	35,205
Nissan	50,506	47,897
Peugeot SA	73,459	76,784
Citroen	28,755	30,777
Peugeot/Talbot	44,704	46,007
Pininfarina	896	597
Porsche	9,223	8,861
Renault	60,989	70,424
Saab	2,450	2,953
Seat	3,282	3,718
Skoda	1,800	1,695
Subaru	7,858	5,131
Suzuki	13,698	11,230
Toyota	46,903	41,003
VW-Audi Group	513,868	510,087
Audi	102,463	110,520
Volkswagen	411,405	399,567
Volvo	10,451	11,902
Others	1,750	1,271
Total	1,817,842	1,868,899

BELGIUM

Cars

	9 mos 1985	9 mos 1984
Alfa Romeo	2,310	3,076
Austin Rover	4,065	5,221
BMW	6,589	5,761
Daihatsu	1,285	1,518
Fiat Auto	11,018	19,121
Ford	25,477	26,774
GM-Opel	35,841	33,457
Honda	7,462	7,140
Hyundai	391	649
Isuzu	51	89
Jaguar	258	n/a
Lada	10,619	11,135
Mazda	7,138	8,314
Mercedes-Benz	8,284	7,052
Mitsubishi	6,982	7,660
Nissan	12,059	11,070
Peugeot SA	40,803	39,456
Citroen	19,509	17,450
Peugeot/Talbot	21,294	22,006
Porsche	381	426
Renault	26,813	23,161
Saab	1,016	1,166
Seat	3,304	1,949
Skoda	2,279	2,615
Subaru	2,004	1,773
Suzuki	1,854	2,765
Toyota	18,292	17,187
VW-Audi Group	41,243	37,265
Audi	10,619	10,798
Volkswagen	30,275	26,467
Volvo	6,572	5,761
Wartburg	864	765
Zastava	388	366
Others	994	306
Total	286,636	283,994

AUSTRIA

Cars

	9 mos 1985	9 mos 1984
Alfa Romeo	1,728	2,132
Austin Rover	299	150
BMW	6,389	6,751
Daihatsu	580	595
Fiat auto	11,205	12,504
Ford	20,330	17,449
GM-Opel	27,630	20,596
Honda	3,932	3,457
Lada	1,243	1,140
Mazda	16,396	17,259
Mercedes-Benz	7,423	5,326
Mitsubishi	3,967	3,766
Nissan	10,087	8,481
Peugeot SA	12,781	11,784
Citroen	5,407	5,050
Peugeot/Talbot	7,374	6,734
Porsche	407	388
Renault	8,496	8,130
Saab	282	337
Seat	944	597
Skoda	924	936
Subaru	2,679	1,577
Suzuki	1,101	1,015
Toyota	9,907	7,693
VW-Audi Group	43,817	32,017
Audi	8,846	5,586
Volkswagen	34,971	26,431
Volvo	2,771	2,729
Others	151	136
Total	195,433	167,145

DENMARK

Cars

	9 mos 1985	9 mos 1984
Alfa Romeo	292	228
Austin rover	275	343
BMW	2,752	1,992
Dacia	616	722
Daihatsu	2,211	1,510
Fiat Auto	5,903	6,201
Ford	19,143	18,051
FSO	1,527	938
GM-Opel	20,516	14,649
Honda	1,482	1,141
Lada	2,885	3,276
Mazda	10,617	9,974
Mercedes-Benz	870	640
Mitsubishsi	2,157	1,300
Nissan	6,245	5,949
Peugeot SA	7,448	7,489
Citroen	4,943	4,684
Peugeot/Talbot	2,505	2,805
Renault	968	499
Saab	1,282	1,314
Seat	425	0
Skoda	3,140	5,714
Subaru	133	145
Suzuki	385	51
Toyota	14,840	12,132
Trabant	24	76
VW-Audi Group	8,901	7,226
Audi	617	443
Volkswagen	8,284	6,783
Volvo	4,624	4,402
Wartburg	946	781
Zastava	1,410	599
Others	33	34
Total	122,050	107,697

FRANCE

Cars

	8 mos 1985	8 mos 1984
Alfa Romeo	10,334	14,545
Austin Rover	20,355	20,715
BMW	18,525	20,675
Fiat Auto	62,934	67,002
Ford	88,300	92,712
FSO	1,109	980
GM-Opel	57,250	49,267
Hinda	5,026	4,796
Jaguar	165	109
Lada	13,648	16,701
Mazda	11,419	7,926
Mercedes	13,740	11,826
Mitsubishi	2,308	2,332
Nissan	10,854	8,977
Peugeot SA	402,619	383,216
Citroen	149,187	151,873
Peugeot/Talbot	253,432	231,343
Porsche	907	1,031
Renault	340,594	376,291
Saab	1,011	783
Seat	14,878	10,839
Skoda	2,185	3,005
Toyota	8,620	7,834
VW-Audi Group	72,868	61,948
Volvo	12,133	10,345
Zastava	1,142	980
Others	1,244	1,241
Total	1,174,168	1,176,452

SOUTH AFRICA

Cars (sales)

	9 mos 1985	9 mos 1984
Alfa Romeo	5,396	8,218
Diahatsu	2,512	3,854
Alfa Romeo	2,884	4,364
Amcar	15,705	26,013
Mazda	12,224	19,800
Mitsubishi	1,914	3,983
Peugeot	1,519	1,652
BMW	9,611	12,700
Ford	14,989	31,670
GM-Opel	13,730	17,152
Mercedes-Benz	15,827	19,617
Honda	8,264	7,691
Mercedes-Benz	7,563	11,926
Nissan	10,161	20,100
Renault	7,692	10,771
Toyota	36,069	44,416
VW-Audi Group	21,143	21,655
Others	124	933
Total	150,447	213,245

ITALY

Cars (sales)

	8 mos 1985	8 mos 1984
Alfa Romeo	80,124	86,175
Austin Rover	15,482	15,838
BMW	15,455	20,405
Fiat Auto	644,928	628,719
Fiat	529,427	530,150
Lancia Autobianchi	115,501	98,569
Ford	49,534	50,055
GM-Opel	39,035	37,795
Innocenti	10,459	12,346
Mercedes-Benz	13,541	9,021
Peugeot SA	84,701	77,930
Citroen	45,509	42,130
Peugeot Talbot	39,192	35,800
Renault	129,132	105,211
Seat	25,748	21,691
VW-Audi Group	103,415	58,562
audi	13,273	10,866
Volkswagen	90,142	47,696
Volvo	12,938	15,310
Others	27,217	33,411
Total	1,238,168	1,150,778

SWITZERLAND

Cars

	8 mos 1985	8 mos 1984
Alfa Romeo	4,690	5,937
Austin Rover	1,618	1,691
Bertone	157	229
BMW	8,219	9,298
Daihatsu	801	730
Ferrari	152	141
Fiat Auto	14,331	16,349
Ford	15,055	17,355
GM-Opel	25,985	26,889
Honda	5,546	6,360
Isuzu	302	386
Jaguar	314	310
Maserati	144	245
Mazda	5,262	6,521
Mercedes-Benz	5,045	4,405
Mitsubishi	5,618	5,968
Nissan	8,068	7,055
Peugeot SA	16,151	16,923
Citroen	6,080	7,449
Peugeot Talbot	10,071	9,474
Pininfarina	256	244
Porsche	1,059	1,172
Renault	11,997	10,430
Rolls-Royce	48	73
Sab	877	937
Seat	1,307	0
Skoda	71	129
Subaru	7,023	4,702
Suzuki	2,562	2,459
Toyota	11,606	12,307
VW-Audi Group	31,291	30,123
Audi	10,150	7,598
Volkswagen	21,141	22,525
Volvo	3,562	4,502
Others	423	312
Total	189,542	194,188

JAPAN

Cars

	8 mos 1985	8 mos 1984
Daihatsu	66,007	73,156
Fuji	52,209	55,798
Honda	190,647	165,651
Isuzu	28,792	29,360
Mazda	124,398	144,648
Mitsubishi	115,328	134,294
Nissan	530,397	542,309
Suzuki	47,487	50,685
Toyota	870,968	835,194
Imports (all)	32,711	27,155
Total	2,058,944	2,058,250

Vans, trucks, buses

Daihatsu	220,472	200,228
Fuji	147,643	140,571
Hino	26,265	26,620
Honda	84,365	93,969
Isuzu	79,951	80,489
Mazda	102,585	105,809
Mitsubishi	234,700	215,2145
Nissan	181,504	184,471
Nissan Diesel	13,833	14,198
Suzuki	268,067	249,710
Toyota	232,296	234,971
Imports (all)	112	123
Total	1,591,793	1,546,408
Total Vehicles	3,650,737	3,604,658

used-car auction directory

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Tenth year of record sales predicted

BMW upgrades line, adds air bags for '86

By Michelle Krebs
Financial Editor

DEARBORN.—BMW of North America will complete its first decade in the U.S. market in 1986 by posting another sales record—the 10th consecutive record for BMW of North America and the 12th in a row when counting the BMWs that were imported by Hoffman Motors Corp.

Gunter Kramer, BMW of North America chairman, said BMW expects to finish calendar 1985 with about 87,000 sales, a 22.5-percent increase over 1984. He said the increase in 1986 won't be as large because of production capacity constraints: A 2-percent rise, to 89,000 units, was predicted.

The company has dropped the 318i, formerly its entry-level model, from its 1986 product line. An upgraded 325 will serve as BMW's lowest-priced car.

The move means BMW has eliminated its only four-cylinder engine from its U.S. products. All BMWs now have six-cylinder engines.

In 1985, BMW offered two 3-Series cars, the 318i and the 325e, both available as two-door or four-door sedans.

For 1986, BMW offers three 3-Series models despite the elimination of the 318i. They are the 325; the 325e, an upgraded four-door luxury version, and the 325es, the sportier, two-door version.

The 325 has a 2.7-liter six-cylinder engine and disk brakes all around.

At the opposite end of the spectrum, BMW has a new entry in its 7-Series. The L7 is an even more luxurious version of the 735i, a sports-luxury sedan introduced a year ago. The L7 features all-leather interior and driver-side air bag as standard equipment.

Also standard is an electronically controlled automatic transmission. The driver selects sporty or economical gear ratios. Kramer called it a way for the driver to shift gears as well as personalities.

The electronic transmission is available as an option on the 535i, 635CSi and 735i.

For 1986, BMW's 5-Series has three models. The 535i has a 3.5-liter engine; 5-speed transmission is standard. The 528e four-door has a 2.7-liter engine. The 524td is the diesel version of the 528e but with a 2.4-liter turbocharged diesel engine.

The 635CSi sports coupe returns for its second year. It has 3.5-liter engine with the electronically controlled automatic transmission as standard equipment.

BMW features its anti-lock braking system on all 10 of its models. It claims to be the first and only manufacturer to offer the safety feature across its product line.

BMW also provides its anti-theft stereo radio/cassette player, introduced in 1985 on some models, as standard equipment on all of its models. The radio becomes inoperable if removed from the car, making it undesirable to steal. The radio can only be reprogrammed by using a five-digit code given to the owner and stored in BMW's computer.

Three Series switched

BMW has dropped its four-cylinder 318i from its line up for 1986. Three other 3-Series models will be offered: The 325; the 325e, an upgraded, four-door luxury version, and the 325es, pictured, the sportier, two-door version.

From more to most

BMW has made its top-of-the-line luxury model even more luxurious for 1986. The L7, the even-more-plush version of the 735i, a sports-luxury sedan introduced a year ago, features all-leather interior, driver-side air bag as standard equipment and electronically controlled automatic transmission.

VIRGINIA

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factories list auction dates

American Motors

Nov. 26—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Nov. 27—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind., and Columbus Fair Auto Auction, Obetz, O.

Chrysler Corp.

Nov. 26—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

Nov. 27—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala., and Minneapolis Auto Auction, Plymouth, Minn.

Ford Motor Co.

Nov. 26—South Seattle Auto Auction, Kent, Wash.

Nov. 27—Clanton's Auto Auction, Darlington, S.C., and Big H Auto Auction, Houston.

General Motors

Dec. 3—Dallas Auto Auction, Grand Prairie, Texas.

Dec. 5—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, and St. Louis Auto Auction, Bridgeton, Mo.

Dec. 10—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Dec. 11—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

Dec. 12—Nashville Auto Auction, Nashville, and Aptco Auto Auction, Taylor, Mich.

Dec. 17—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Dec. 18—Northstar Auto Auction, Shakopee, Minn.; Brasher's Southern California Auto Auction, Fontana, Calif.; Clanton's Auto Auction, Darlington, S.C.; Metro Auto Auction of Kansas City, Kansas City, and Indianapolis Auto Auction, Indianapolis.

Chrysler Mexico names parts exec

MEXICO CITY.—Chrysler de Mexico has appointed Juan Jose Arzac Riquelme director of a new department for international development of parts suppliers.

He will direct programs to supply automotive parts from Mexico to export markets. He will also promote Mexican auto parts makers recommended by Chrysler. Chrysler expects to build up substantial export sales of made-in-Mexico parts.

Formerly a supplies director for Chrysler de Mexico, Arzac Riquelme is also vice president of the Mexican branch of the Society of Automotive Engineers.

Preparation underway for Barrett-Jackson auction

PHOENIX.—Preparation is underway for the Barrett-Jackson Scottsdale 80's Auction of classic and collector cars, slated for Jan. 24-26 at Phoenix Giants Municipal Stadium.

At last year's auction, sales of cars totaled $12.2 million.

Used Car Sales
Auction Averages

Nov. to date	$4,684
Month ago	$4,790
Year ago	$5,118

Model Breakdown
Auction Averages

	NOV. 1985	OCT. 1985	SEPT. 1985
1985	$9,912	$9,706	$10,176
1984	$6,719	$6,891	$7,430
1983	$5,820	$6,047	$6,177
1982	$4,773	$4,870	$4,860
1981	$3,537	$3,591	$3,991
1980	$2,733	$2,896	$3,008
1979	$2,272	$2,404	$2,519
1978	$1,697	$1,765	$1,848
Overall Average	$4,684	$4,759	$4,883

BBB helped write 11-point program

Washington dealers adopt ad code

By Jake Kelderman
Washington Reporter

WASHINGTON.—Responding to complaints from customers and dealers, Automotive Trade Assn., National Capitol Area (ATANCA) members—160 of the 175 Washington-area auto dealers—have agreed to an 11-point code of ethics aimed at eliminating misleading advertising.

The code was drafted by ATANCA and the Metropolitan Washington Better Business Bureau over a 10-month period.

ATANCA Chairman Morton Zetlin said he hoped the code would put an end to many questionable ad practices. Among the major problems are the advertising of cars and trucks that are not available or that are not available at the advertised price.

Zetlin, president of American Service Center, Arlington, Va., said the self-regulation program was initiated "because dealers are concerned about fair advertising."

"Misleading ads are unfair to the consumer, affect competition, affect the dealer image, affect the entire community and are not good for business," he said.

Following is a summary of the ATANCA code:

1. Dealers must "fairly and fully disclose" all details of sales incentive programs.

2. When an ad offers a discount from an advertiser's former price, the former price should be genuine.

3. When "list" or "sticker" or similar words are used, they should refer to the Manufacturer's Suggested Retail Price.

4. Ads should not falsely imply that the dealer has a special sponsorship, approval status, affiliation or connection with the manufacturer that is greater or more direct than that of any other dealer.

5. Ads making underselling claims should be capable of being substantiated.

6. Ads advertising a price on a limited number of cars should either say so or clearly and conspicuously disclose the number available unless similar vehicles will be available in a reasonable period at the same price.

7. The "full delivered cash price" for a new automobile should include the cost of any dealer-installed options or services.

8. Advertising should not degrade or stereotype anyone on the basis of sex, race, color or national origin. Neither should it falsely disparage dealer competitors or the automobile business in general.

9. The term "invoice" should be used to mean only the manufacturer's actual wholesale cost invoice to the dealer, and this should be so noted in ads.

10. Any material qualifications or limitations regarding an offer should be clearly and conspicuously disclosed.

11. Auto lease advertisements should not be written to look like auto sales advertisements.

Don Beyer Jr., president of Don Beyer Volvo, Falls Church, Va., and head of ATANCA's Dealer Advertising Committee, said any complaints about dealer advertising would be handled by his committee.

"We'll review the facts, make a decision and forward it to the complaining party and the affected dealer," he said. "They may then pursue whatever further action they deem appropriate.

"Sanctions for noncompliance are not a part of this program, but we will make an effort to persuade the dealer to adjust his advertising," Beyer said.

Zetlin said he could not conceive of any ATANCA member violating the terms of the agreement since they all played such a large hand in drafting it.

"This code will benefit the dealers as much as the consumers," he said.

Drug problems continue at auto plants in St. Louis

ST. LOUIS.—The drug problems continue here as arrests were made involving employes at a second assembly plant.

In addition, General Motors has fired 13 of 15 employes at its Wentzville plant who were charged as the result of an undercover operation.

The latest incident involves two Ford Motor Co. employes who were charged with felony possession of marijuana. Officers arrested them on the parking lot of UAW Local 325 in suburban Hazelwood.

A narcotics officer said that the sales were flagrant and that the pair was selling drugs from their car parked on the lot. Gary W. Akers, 32, and Dennis E. Sadowski, 35, were charged with possession of marijuana. Fifty drug transactions were reported on the lot on a Friday afternoon.

Meanwhile, union leaders of Local 2250 at the GM plant were looking into the firings and had conferred with management. One of those fired, Margarito Frescas Jr., 40, of nearby St. Charles, has been indicted by a grand jury in U.S. District Court on six counts of drug trafficking. He faces up to 80 years in prison.

HUMMERs head to U.S. Army unit

Rail and truck shipments of High Mobility, Multipurpose, Wheeled Vehicles (HUMMERs) have begun. HUMMERs are built at LTV Aerospace and Defense Co.'s plant in Mishawaka, Ind. The first unit of the U.S. Army to receive the HUMMERs will be the 9th Infantry Division at Fort Lewis, near Tacoma, Wash. HUMMERs are built in 15 configurations. During the next five years, 55,000 HUMMERs will be delivered to Army, Marine Corps and Air Force units.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
SEPTEMBER, 1985 VERSUS SEPTEMBER, 1984

	1985		1984	
	Month	Year	Month	Year
AMC Alliance FWD	10,234	56,667	14,597	77,364
Encore FWD	3,621	35,204	8,239	54,188
Eagle 4WD	135	1,948	329	2,910
Eagle 4WD SW	721	7,352	1,727	11,857
TOTAL AMC	14,711	101,171	24,892	146,319
Chrysler Laser FWD	5,421	42,020	4,255	40,093
LeBaron GTS FWD	7,203	49,668	2	2
LeBaron FWD	6,442	62,230	7,400	66,134
LeBaron SW FWD	601	5,489	903	7,581
E Class-NY FWD	4,932	42,703	7,312	60,625
NY Fifth Ave-Newpt	15,989	82,124	11,132	62,452
Imperial	0	0	0	0
Total	40,588	284,234	31,004	236,887
Plymouth Horizon FWD	8,488	68,083	7,079	57,490
Turismo FWD	4,906	43,510	4,317	35,783
Reliant FWD	10,700	80,889	6,659	75,481
Reliant SW FWD	2,599	25,217	2,444	29,082
Caravelle FWD	2,734	26,568	637	637
Gran Fury	1,112	13,835	1,474	11,904
Total	30,539	258,102	22,610	210,377
Dodge Omni FWD	7,304	57,873	5,987	49,666
Charger FWD	5,567	46,928	4,735	39,179
Daytona FWD	5,403	39,825	3,495	33,037
Aries FWD	9,016	67,569	5,676	57,966
Aries SW FWD	2,693	21,302	2,247	23,645
Lancer FWD	5,387	35,223	2	2
600 84 400 83 FWD	4,498	42,411	5,384	44,793
Diplomat	2,705	27,575	2,555	19,011
Mirada	0	0	0	0
Total	42,573	338,706	30,081	267,299
TOTAL CHRYSLER CORP.	113,700	881,042	83,695	714,563
Ford Escort FWD	36,948	240,724	23,629	195,168
Escort SW FWD	8,755	60,732	6,669	61,484
EXP FWD	877	17,728	2,768	20,900
Mustang	13,297	120,241	11,108	98,796
Tempo FWD	29,365	221,580	21,741	188,365
LTD	20,574	120,543	12,870	105,144
LTD SW	3,669	30,923	3,458	39,804
LTD Crn. Victoria	15,497	107,312	12,254	104,625
LTD Crn. Victoria SW	2,496	19,673	2,317	22,230
Thunderbird	17,749	123,644	11,677	113,290
Total	149,227	1,063,100	108,491	949,806
Lincoln Town Car	13,365	85,010	8,329	59,392
Mark VII	1,815	15,500	1,864	23,456
Continental	2,315	21,563	3,010	22,926
Total	17,495	122,073	13,203	105,774
Mercury Lynx FWD	7,944	51,805	4,399	38,200
Lynx SW FWD	1,668	10,851	1,202	10,401
LN7 FWD	0	0	0	0
Capri	1,778	12,228	1,166	13,534
Zephyr	0	0	0	0
Topaz FWD	7,377	58,858	6,449	54,852
Marquis	10,563	66,632	8,475	67,075
Marquis SW	1,291	7,558	1,507	9,970
Grand Marquis	14,776	96,191	12,318	95,310
Grand Marquis SW	1,212	9,278	1,195	11,834
Cougar	13,231	95,420	11,103	86,770
Total	59,840	408,821	47,814	387,946
Lincoln-Mercury Division Total	77,335	530,894	61,017	493,720
TOTAL FORD MOTOR CO.	226,562	1,593,994	169,508	1,443,526
Buick Skylark FWD	1,331	56,417	8,489	76,120
Skyhawk FWD	5,261	61,398	10,382	85,787
Skyhawk SW FWD	370	4,601	1,043	8,431
Somerset Regal FWD	10,056	70,658	107	107
Century FWD	25,654	153,663	15,425	131,834
Century SW FWD	2,123	19,235	1,892	21,589
Regal	16,091	87,162	14,665	147,222
LeSabre	7,420	92,033	13,418	107,555
LeSabre FWD	19	19	0	0
Electra	0	0	725	33,885
Electra FWD	13,509	67,224	6,566	28,693
Buick SW	610	9,490	1,207	10,841
Riviera FWD	4,115	38,486	3,945	37,474
Total	86,559	660,386	77,864	690,538
Cadillac DeVille	52	1,717	5,000	76,943
DeVille FWD	13,198	75,588	7,073	24,763
Cimarron	2,863	16,896	1,804	13,695
Fleetwood & Chassis	2,527	33,993	1,891	28,780
Fleetwood FWD	4,266	26,540	2,814	10,297
Eldorado FWD	4,296	48,159	5,761	49,972
Seville FWD	2,156	23,369	2,786	25,610
Total	29,358	226,262	27,129	230,060
Chevrolet Nova	4,210	12,829	0	0
Chevrolet Chevette	16,586	98,301	13,398	133,512
Camaro	20,303	158,782	17,179	154,593
Cavalier FWD	35,940	267,533	27,666	215,890
Cavalier SW FWD	7,289	59,681	7,256	67,118
Citation FWD	3,019	42,277	5,642	72,426
Celebrity FWD	29,495	104,813	15,534	170,796
Celebrity SW FWD	9,367	65,632	6,859	70,595
Monte Carlo	7,778	82,626	7,485	95,190
Impala	3,231	37,032	3,802	40,452
Caprice	15,601	105,612	12,403	109,780
Chevrolet SW	4,306	40,913	4,718	44,998
Corvette	2,504	28,308	2,353	20,823
Total	159,629	1,204,339	124,295	1,196,173
Oldsmobile Omega FWD	0	0	1,825	32,371
Firenza FWD	2,116	31,543	4,282	36,043
Firenza SW FWD	549	7,301	1,143	10,651
Calais FWD	15,559	92,826	240	240
Cutlass Ciera FWD	31,436	218,950	14,260	157,296
Cutlass Ciera SW FWD	3,960	31,907	2,830	32,763
Cutlass Supreme-Calais	25,702	168,638	19,079	244,978
Delta 88	14,008	139,874	18,571	178,057
Delta 88 FWD	7	7	0	0
98	0	0	320	36,563
98 FWD	12,857	89,162	9,816	34,951
Oldsmobile SW	1,648	17,029	1,999	22,807
Toronado FWD	2,672	25,848	3,558	30,255
Total	110,514	823,085	77,923	816,975
Pontiac 1000	2,417	17,000	2,354	20,880
Firebird	8,807	79,408	8,707	78,364
Sunbird FWD	11,778	83,657	11,173	87,804
Sunbird SW FWD	1,057	6,476	1,061	9,330
Grand Am FWD	14,735	75,456	114	114
Phoenix FWD	0	0	1,141	11,097
Bonneville	6,279	40,749	5,024	51,968
6000 FWD	16,380	106,364	7,844	77,306
6000 SW FWD	2,400	13,113	1,256	14,812
Grand Prix	7,733	44,560	5,677	56,838
Parisienne	7,011	39,029	4,587	29,893
Pontiac SW	1,605	11,517	1,280	11,903
Fiero	8,977	72,537	7,713	74,812
Total	89,179	589,866	57,931	525,121
TOTAL GM CORP.	475,239	3,503,938	365,142	3,458,867
Miscellaneous Domestic	18	179	24	211
Domestic Station Wagon Total	60,989	485,270	56,213	553,726
Domestic Grand Total	830,230	6,080,324	643,261	5,763,486
Import Total	274,769	2,158,834	231,029	1,881,318
Grand Total All Registrations	1,104,999	8,239,158	874,290	7,644,804

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

It's starting U.S. car production from scratch

Mazda's job 'tougher' than rivals'

By Richard Johnson
Detroit Reporter

Mazda faces a tougher job than either Nissan or Honda did in launching passenger-car production in the U.S., according to Masahiro Uchida, executive vice president—administration, Mazda Motor Mfg. USA.

In an interview with Automotive News, Uchida said Nissan's's and Honda's previous manufacturing experience in the U.S. made it less difficult to move into the more complex area of automobile production.

Uchida also said Mazda could have avoided the UAW at least initially at its new plant in the U.S. But, unlike Honda and Nissan, the Japanese company decided to court the union and avoid an antagonistic relationship.

During the interview, Uchida said Mazda will build a "626-class" vehicle at its assembly plant now under construction in Flat Rock, Mich. He said there is a running prototype of the vehicle in Japan.

He also cited plans to expand Mazda's administrative workforce at Flat Rock within the next several months. He said the first hourly employes will be hired early next summer.

Mazda is erecting a $450 million assembly facility at the site of the old Ford Michigan Casting center in Flat Rock. Some steel girders have already been erected at the site, which will include final assembly, painting, body assembly stamping and plastics shops. The first car is scheduled to be built in the fall of 1987.

Mazda will become the third Japanese company to establish a wholly owned U.S. manufacturing facility, following Nissan in Smyrna, Tenn., and Honda in Marysville, O. Toyota, which has a joint-venture assembly plant with General Motors in Fremont, Calif., has said it will construct plants in both the U.S. and Canada. Mitsubishi will build a plant in Illinois in a joint venture with Chrysler Corp.

But Uchida said Mazda's task is more difficult than that of Honda and Nissan, since the firm will start out building autos rather than gearing up in the U.S. with other manufacturing projects.

"There is difficulty for us," said Uchida. "Honda and Nissan had experience producing two-wheel vehicles and trucks here. But in our case, we have to produce a brand new passenger car, so we have to accept more difficulty than Nissan and Honda."

Nissan built pickup trucks at Smyrna before launching Sentra production earlier this year, and Honda assembled motorcycles in Marysville before manufacturing cars.

Both Nissan and Honda have resisted the UAW at their U.S. manufacturing sites. More than 2,500 Honda employes will decide Dec. 19 if they want to be represented by the UAW.

Mazda has signed a letter of intent with the UAW defining an interim relationship and providing for union recognition and negotiation of a labor contract. The letter of intent specifies that bargaining begin within three months of commercial production startup and be completed within six months.

"Of course, we could have been able to avoid the unionization the first time," Uchida said. "For the time being, it may have been OK, but it seems obvious that we would have some unionization movement, the UAW would come in and try to unionize.

"Then, probably, the management and the union would have a very controversial approach. We decided we should have a good relationship from the beginning. This is better in the long run."

Uchida said the remaining details of funding arrangements put together by the State of Michigan and used to help lure Mazda to Flat Rock "are almost all finalized."

A financial snag arose earlier this year when a local development council's $20.3 million Urban Development Action Grant loan application to the Federal Government was approved for only $2.5 million. The funding gap was described as critical by Mazda, but the Michigan Economic Development Authority came up with a $21 million loan to Mazda at 8 percent interest.

Mazda in Japan has been reviewing the package, but no major problems are believed to exist.

"Some parts are under discussion, but I understand they are very close to a final agreement," Uchida said.

As part of the state assistance package, Michigan recently forwarded money to the nearby Village of South Rockwood for sewers and roads that will service the plant.

Uchida said there are currently fewer than 10 Mazda employes coordinating work on the construction site with Kajima International, the firm hired to build the plant. Mazda Motor Mfg. USA has about 20 people at the administrative offices at the old Ford casting plant.

"By early next spring, I expect to have more than 100 people working here (in the administrative offices)," Uchida said. He added that the staff will include a "mix" of Japanese and American employes. He said "the earliest hourly worker" will be hired early next summer.

"By the end of next year, we will have probably around 700 or 800 hourly workers here," he said.

Uchida said Mazda expects to buy some parts from Japanese suppliers locating in the Flat Rock area, but added "I'm not sure that they will be coming to open their plants at the same time as we open ours."

"There are some suppliers studying establishing plants in the U.S.," he said. "Of course, we are happy to have them come, but we cannot force them to come."

He said he is not aware, thus far, of any plans by Japanese components makers to locate in the area. He restated the company's goal of achieving 50 percent U.S. content, saying "some plastic parts and also major stamping parts" are likely to be U.S.-sourced.

Uchida said Mazda will work to approximate the just-in-time inventory system in operation at the company's modern Hofu assembly complex in Japan, on which the Flat Rock plant will be modeled.

"We'll try to come as close as possible," he said. "I don't think we can do just the same as we do in Japan, but we are trying to be very close."

The new plant will have capacity for 240,000 cars annually, with Ford Motor Co. buying about half of the output.

The two companies are still working out the details of the arrangement. Uchida said he was unsure of the timetable for finalizing the agreement, but noted that discussions are "on the assumption" that Ford will buy 40-60 percent of the Flat Rock output.

Plans call for launching production in the summer of 1987, with the first car coming off the line that autumn. Uchida said the plant will reach full capacity by late 1988. During the first year of production, the company will build Mazda-badged cars and then begin supplying Ford in the second year of production.

The "626-class" vehicle has been pegged by company officials as an "international-sized" car, about the same size as the Honda Accord and slightly smaller than the GM A-cars.

Despite plans by Toyota and Honda to build relatively small assembly plants in Canada before the end of the decade, Uchida said Mazda has no current plans to build cars north of the border.

Marv Hartwig builds

Marv Hartwig, Inc., has broken ground for MHI Auto Center (Lincoln-Mercury-Nissan), Iowa City, Ia. Construction of the 30,000-square-foot masonry and steel building is scheduled to be completed March 1.

Dealers sponsor Teddy Bear Fair at Minnesota Zoo

MINNEAPOLIS.—The BurnApple Auto Dealers Assn. will sponsor the fourth annual Teddy Bear Fair Nov. 29 at the Minnesota Zoo.

Anyone bringing a teddy bear to the fair will be admitted free. Events include music by the Teddy Bear Band, bear movies and a teddy bear contest.

The dealers have deemed the event "very bearable" and they said it underlines their "teddy bearish" sales philosophy.

On Dec. 2, the eight dealers in Burnsville and Apple Valley will conduct free drawings for Minnesota Zoo Family Memberships. People register for the drawing at any of the dealerships.

Dealerships in the group are Apple Valley Ford, Bill Gonzales Buick, Burnsville Volkswagen, Dick Smith Olds-Pontiac-GMC, Grossman Chevrolet, Park Jeep, Burnsville Volkswagen and Sunnyside Chrysler-Plymouth-Dodge.

VW retains slender lead in European sales race

Continued from Page 1

lead on the strength of a mammoth export drive while its domestic German market remained in the doldrums.

West German sales are still trailing last year's, but by a steadily decreasing amount. At the end of September, the market was down 2.6 percent, compared with 8.1 percent in June and 17.5 percent in March. The German market is the largest in Europe, accounting for nearly one in every four sales.

Of the other three large national markets, the U.K. and Italy are heading toward record or near-record years, and France has recorded a slight upturn after more than two years of falling sales.

In Italy, sales were up 7.8 percent at the end of September, and in Britain, sales were up 4.4 percent. The French increase was only 0.9 percent, but it represented a reversal of the trend.

Even in Spain, the fifth largest market where an upturn is always predicted to be around the corner, demand rose 1.4 percent in the nine-month period.

Compared with the positions at the halfway point of 1985, only Ford and the combined Japanese importers increased their shares of business. In Ford's case, its overall improvement stemmed from success in just one market in one month: The U.K. in August, when it registered 102,200 cars.

August is always the country's peak selling month and, as market leader, Ford reaped the benefit. GM's Vauxhall sold an unprecedented 59,900 units in August.

The Japanese success stemmed from the same development in the U.K., an increasing share of the recovering German market and continued good business in other, smaller markets.

Two-thirds of new cars have faults, survey shows

Continued from Page 6

rate," Dixon said. "The reasons include the personal approach of hand-signed requests, first-class postage on the envelope, a prepaid return envelope and the brevity of the questionnaire."

The questions were developed with the close cooperation of the company's dealer clients. The first, she said, is: "Have you needed warranty service on your new car?"

Although the questionnaire is small in size and the questions can be answered quickly, Dixon said the last entry includes a few blank lines for additional comments. She has received three-page letters from the more-upset respondents.

Engine problems ranked first among complaints, followed by electrical, squeak-leak, exterior paint, interiors, body fits and drivetrain.

Customers often feel helpless, she continued. Dealers do, too. Their relationship with the factory is fragile. They don't need to jeopardize it by unconsciously ignoring customer complaints. And they feel they are blamed for quality over which they have no control.

Denise Chavez, of Burt Chevrolet-Subaru-Toyota, Denver, said Consumer Contact survey services help the three Burt dealerships provide more complete service after sales.

"Our situation is rather unique," she said. "Burt was doing this kind of followup on its own years ago when Consumer Contact further developed it and then marketed it. We now buy their services as well as doing some things on our own, for both new and used cars."

Chavez said today's new cars have to be good because of intense competition in the marketplace and because consumers are more vocal. "They have more opportunities to express themselves, through surveys and such."

Have these post-sale contacts helped Burt's CSI ratings? "Definitely," she said.

obituaries

Edgar Rinke Sr.

DETROIT.—Edgar Rinke Sr., a longtime General Motors dealer in the Detroit area, died Nov. 7 at the age of 85. He became a Buick-Oakland dealer at the age of 17 in suburban Center Line and never quit working as a dealer. Throughout his career, he showed up at the dealership with a brown-bag lunch packed for him by his wife. Over the years, Mr. Rinke was a dealer for eight GM lines—Chevrolet, Pontiac, Oldsmobile, Buick, Cadillac, Oakland, Viking and LaSalle. His son, Edgar Jr., and other relatives operate five dealerships in Southeastern Michigan.

Agnes Fanning Sullivan

SPRINGFIELD, Mass.—Agnes Fanning Sullivan, 89, former owner of Springfield Armored Car Service and a past director of the National Armored Car Assn., died Nov. 6.

EPA studying need for more emission rules

Continued from Page 3

road to make a significant improvement in the air.

But it also tentatively concluded that revising the RVP of its certification fuel to 11.5 psi and changing the test procedure for certifying vehicles is the most cost-effective alternative in the long term.

As much as 584,000 tons of hydrocarbons could be wiped out that way by the year 2010 at savings of some $274 per ton to the public, it reported.

Regulation of fuel, on the other hand, could reduce HC emissions caused by bad auto maintenance, defective automotive components, emission-system tampering, gasoline storage, distribution and vehicle refueling.

In the year 2010, fuel control could eliminate up to an additional 426,000 tons of HC emissions at costs ranging from $998 to $1,681 per ton, EPA said.

The agency set a public hearing at its Ann Arbor (Mich.) Laboratory on Jan. 8, possibly extending into the next day. Written comments are due by Feb. 10.

Overtime boosts output 3.76 pct. for week

Auto production tops 180,000

By Kathy Boyer
Detroit Reporter

With more plants working overtime, last week's estimated domestic production of 180,400 cars was up 3.76 percent from the previous week's 173,863.

The estimated output was 85.45 percent more than the 97,279 built last year during the Thanksgiving holiday week.

So far this year, 7,549,203 cars have been assembled, 6.29 percent more than the 7,102,686 built last year at this point.

Companies accounted for last week's scheduled production as follows: General Motors, 59.01 percent; Ford Motor Co., 19.72 percent; Chrysler Corp., 14.63 percent; Honda of America Mfg. Co., 1.75 percent; American Motors, 1.52 percent; Volkswagen of America, 1.30 percent; New United Motor Mfg. Co., 1.05 percent, and Nissan Motor Mfg. Co., U.S.A., 1.02 percent.

GM will lay off 1,723 employes in Pontiac and Flint Jan. 2 due to reduced demand for Buick Regal V-8s.

The line rate at the assembly plant in Pontiac will be reduced from two shifts at 70 units per hour to two shifts at 50 units per hour. That will temporarily idle 533 employes.

As a result, the body assembly plant in Flint will temporarily lay off 1,190 employes. The plant will continue to produce bodies for the Pontiac assembly plant on two shifts at 50 units per hour.

The production cutback affects only Regal V-8s. The Pontiac plant also assembles the Oldsmobile Cutlass Supreme.

GM said it expects to recall the employes next summer as a result of an anticipated—but as yet unspecified—production shift.

GM's Fiero plant in Pontiac, which had been shut down because of a parts shortage, resumed production Nov. 18.

AMC's Kenosha's plant will be closed today (Nov. 25) through Wednesday for inventory adjustment. Production is expected to resume Monday (Dec. 2). The plant assembles Renault Alliance and Encore.

GM scheduled Saturday (Nov. 23) overtime at the following plants: Flint; Doraville, Ga.; Leeds, Mo.; Framingham, Mass.; Lakewood, Ga.; Tarrytown, N.Y.; Lordstown, O.; Lansing Nos. 1 and 2; Orion Township, Mich., and Oklahoma City.

Ford has daily overtime slated this week at Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Chrysler has these plants scheduled for daily overtime this week: Belevidere, Ill.; Newark, Del.; St. Louis No. 1., and Jefferson (Detroit).

Renault 21 for Europe, U.S. to debut at Geneva show

By Jean-Jacques Renaux
Special Correspondent

PARIS.—Renault last week released information on the 21 model that will be introduced at the Geneva Auto Show next March as a replacement for its 18 line.

Photo on Page 1

The new, larger model will go on sale throughout Europe next summer and is slated to be exported to the U.S. by early 1988, although Renault and American Motors officials would not comment on precisely when.

The U.S. version could be sourced either from the main plant in Le Havre, France, or from Renault's Belgian assembly plant in Vilvorde.

The new 21, previously dubbed 19, goes up-market from the 18 and is slightly larger, at 176 inches long. It is offered in two wheelbases: 102 and 105 inches.

Engine choices range from 1.7 to 2.0 liters. The small power plant, used in Alliance and Encore, is transversely mounted in the R21, commanding the longer wheelbase. The bigger aluminum gasoline and diesel engines are hung north-south, as in the Renault 18 and 25.

According to Renault, the 21 fits in a market segment that accounted for 26.4 percent of all new-car sales in Europe last year, a total of 2.65 million. Although that segment has shrunk from more than a 29-percent share five years ago, Renault marketers said that was due partly to hotter competition from segments directly above and below.

The company noted that few new cars have been introduced in that segment in Europe recently. The 21 will compete with the Ford Sierra, Audi 80/90, Mercedes 190, Honda Accord and Integra (Acura) and Austin Montego. The new Fiat Croma, due in a few weeks, will compete in a similar category, and Peugeot is preparing to launch its entry, the 405, before the end of 1987. (Automotive News, June 3, 1985.)

Renault quoted no production target or prices.

The 21 will be offered in only one body style, a four-door sedan without the rear hatch that was seen on some development models. Renault will add a 160-HP turbocharged version in 1987 and, later, a station wagon. The car also is expected to be the first Renault to feature the new 4-speed automatic transmission being developed jointly with Volkswagen.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 23, 1985	Week Ended Nov. 24, 1984	Week Ended Nov. 16, 1985	Nov to Date	Jan. 1 to Nov. 24, 1984	Jan. 1 to Nov. 23, 1985
AMERICAN MOTORS	0	610	369	443	20,518	10,083
FORD MOTOR	11,057	10,937	10,373	33,220	402,149	448,486
GENERAL MOTORS	14,400	8,388	13,891	43,533	517,345	510,150
VOLVO	225	225	180	672	9,450	9,130
Total Cars, Canada	25,682	20,160	24,813	77,868	949,462	977,849

U.S. TRUCK PRODUCTION*

	Week Ended Nov. 23, 1985	Week Ended Nov. 24, 1984	Week Ended Nov. 16, 1985	Nov to Date	Jan. 1 to Nov. 24, 1984	Jan. 1 to Nov. 23, 1985
CHEVROLET	23,430	10,797	27,382	73,298	889,217	1,015,827
DODGE	4,400	2,711	4,623	15,559	191,479	192,800
FORD	30,129	14,153	27,839	91,928	1,081,775	1,052,439
GMC	7,027	3,877	6,874	22,192	292,705	316,977
INTERNATIONAL	1,496	947	1,464	4,633	68,511	65,771
JEEP	5,800	2,259	5,876	18,595	168,217	196,324
NISSAN	2,200	1,485	2,166	7,113	89,919	95,701
AM GENERAL	50	50	50	160	2,340	2,180
MISCELLANEOUS	2,000	1,000	2,000	6,400	46,600	82,553
Total Trucks, U.S.	76,532	37,279	78,274	239,877	2,830,763	3,020,572

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 23, 1985	Week Ended Nov. 24, 1984	Week Ended Nov. 16, 1985	Nov to Date	Jan. 1 to Nov. 24, 1984	Jan. 1 to Nov. 23, 1985
CHRYSLER	9,080	7,455	9,266	27,645	330,034	343,180
FORD	3,581	3,694	3,620	11,555	141,213	143,246
GENERAL MOTORS	5,976	6,033	6,417	19,977	252,150	247,122
INTERNATIONAL	200	0	203	646	7,724	9,043
Total Trucks, Canada	18,837	17,182	19,506	59,824	731,121	742,591
N. American Trucks	95,369	54,461	97,780	299,701	3,561,884	3,763,163

o—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

Truck production passes 3 million; 24 days early

Domestic truck makers assembled their 3-millionth truck last Thursday (Nov. 21)—24 days ahead of 1984's build.

Year-to-date, 3,020,572 units have been built, 6.71 percent more than the 2,830,763 assembled last year at this point.

Last week's estimated production of 76,532 trucks dipped 2.23 percent from the previous week's 78,274 but was 105.30 percent more than the 37,279 built during the Thanksgiving week last year.

General Motors' Lordstown (O.) plant was scheduled for Saturday (Nov. 23) overtime.

Ford has slated daily overtime this week (Nov. 25) at the following plants: Kansas City; Louisville; Lorain, O.; Wayne, Mich.; Norfolk, and Twin Cities.

Chrysler's Warren (Mich.) plant was scheduled for Saturday (Nov. 23) overtime and also daily overtime this week.

Canadian trucks slip 3.43 pct. from 30-week high

Canadian truck makers' estimated output of 18,837 units last week dipped 3.43 percent from the previous week's 19,506.

The prior week's build was the best since the week ended April 20, when 20,166 trucks were completed.

The scheduled output was 9.63 percent more than the year-ago week's 17,182.

Year-to-date, 742,591 trucks have been assembled, 1.57 percent more than the 731,121 completed last year at this time.

The makers' targeted production of 25,682 cars last week was 3.50 percent more than the previous week's 24,813 and 27.39 percent above the year-ago week's 20,160.

So far this year, 977,849 units have been assembled, 2.99 percent more than the 949,462 built last year at this point.

American Motors' Brampton (Ont.) plant was closed last week for inventory adjustment. Production is scheduled to resume today (Nov. 25).

U.S. CAR PRODUCTION

	Week Ended Nov. 23, 1985	Week Ended Nov. 24, 1984	Week Ended Nov. 16, 1985	Nov to Date	Jan. 1 to Nov. 24, 1984	Jan. 1 to Nov. 23, 1985
AMERICAN MOTORS	2,750	0	2,845	8,925	172,464	106,102
Renault Total	2,750	0	2,845	8,925	172,464	106,102
Alliance	2,000	0	2,281	6,837	98,698	69,894
Encore	750	0	564	2,088	73,766	36,208
CHRYSLER CORP.	26,400	16,255	30,023	91,263	1,135,828	1,163,858
Plymouth Total	7,600	4,915	9,513	27,833	346,023	337,909
Horizon	3,100	1,957	3,890	11,228	147,466	130,009
Reliant	3,200	1,992	4,039	12,042	158,916	149,352
Caravelle	1,300	786	1,584	4,497	19,996	44,341
Gran Fury	0	180	0	65	19,645	14,207
Chrysler Total	8,100	4,956	8,738	27,199	366,012	380,873
LeBaron	2,800	1,409	2,988	9,100	106,336	86,500
LeBaron GTS	3,000	664	3,035	9,481	4,720	91,292
Laser	1,100	825	1,192	3,716	65,008	48,332
New Yorker E-Class	1,200	895	1,523	4,459	83,705	59,340
Fifth Avenue	0	1,163	0	442	106,243	95,409
Dodge Total	10,700	6,384	11,772	36,230	423,793	445,076
Omni	3,000	1,637	3,436	10,489	135,058	125,203
Aries	3,000	1,904	3,208	9,726	130,547	124,151
Daytona	1,100	640	1,182	3,689	48,701	43,777
Dodge 600	1,600	968	1,941	5,942	68,390	60,741
Lancer	2,000	475	2,005	6,278	3,702	62,297
Diplomat	0	760	0	107	37,395	28,907
FORD MOTOR	35,583	22,568	31,152	110,035	1,620,481	1,514,040
Ford Division	23,849	14,420	20,600	72,586	1,048,317	1,016,741
Escort	8,659	3,920	7,469	26,061	316,075	316,128
Mustang	4,716	2,063	4,181	13,831	125,996	170,464
LTD	0	2,974	0	4,284	206,184	184,449
Taurus	1,985	0	1,570	4,115	0	5,006
Thunderbird	3,143	1,626	2,710	9,638	134,862	158,014
Crown Victoria	0	1,137	0	0	77,219	7,122
EXP	0	615	0	0	38,489	3,863
Tempo	5,346	2,085	4,670	14,656	149,492	171,695
L-M Division	11,734	8,148	10,552	37,449	572,164	497,299
Mercury Total	8,068	6,140	6,902	25,199	418,849	347,422
Lynx	2,218	747	1,981	6,822	62,830	68,363
Capri	574	175	379	1,399	16,641	17,563
Marquis	0	1,549	0	1,265	109,521	84,073
Sable	543	0	559	1,858	0	2,358
Cougar	3,889	1,946	3,362	11,472	105,619	119,486
Grand Marquis	0	879	0	0	83,248	7,915
Topaz	844	844	621	2,383	40,990	47,664
Lincoln Total	3,666	2,008	3,650	12,250	153,315	149,877
Continental	512	374	511	1,712	33,291	23,430
Lincoln	2,751	1,423	2,738	9,189	96,124	109,882
Mark VI/VII	403	211	401	1,349	23,900	16,565
GENERAL MOTORS	106,430	55,470	100,917	332,120	3,981,650	4,456,321
Buick Total	21,895	13,678	20,689	68,945	897,544	929,555
Skylark	0	1,737	0	0	98,080	40,953
Skyhawk	3,543	1,065	3,159	10,875	119,903	100,869
Somerset	1,448	1,329	1,402	4,972	20,426	111,879
Century	7,857	3,164	7,769	25,380	207,243	273,018
Regal	2,725	1,659	2,656	8,582	162,586	126,062
LeSabre Electra (rwd)	325	2,907	664	1,863	188,265	95,672
LeSabre (fwd)	1,436	0	803	3,304	0	5,953
Riviera	554	698	171	962	47,849	47,103
Electra (fwd)	4,007	1,119	4,065	13,007	53,192	128,046
Cadillac Total	6,604	4,159	5,880	20,478	296,867	304,277
Cimarron	613	124	736	2,217	14,211	25,209
Seville	420	445	127	758	35,097	28,666
Eldorado	595	909	189	1,021	69,144	53,741
Cadillac (rwd)	933	900	918	2,898	102,565	36,958
DeVille (fwd)	4,043	1,781	3,910	13,584	75,650	159,703
Chevrolet Total	35,514	16,199	36,525	113,230	1,338,720	1,499,302
Chevette	2,785	1,687	2,350	8,593	160,904	141,999
Cavalier	10,098	5,178	11,012	33,544	362,865	454,148
Celebrity	6,023	2,773	6,623	18,523	257,595	244,396
Camaro	4,885	2,916	5,002	15,747	207,554	196,836
Citation	0	704	0	0	95,751	28,697
Malibu/El Camino	0	74	0	0	22,139	1,199
Monte Carlo	2,550	544	2,542	8,211	90,791	127,549
Chevrolet	8,173	1,714	8,006	25,425	109,590	261,739
Corvette	1,000	609	990	3,188	31,531	42,739
Oldsmobile Total	24,235	14,300	21,699	73,199	967,731	1,077,942
Omega	0	0	0	0	29,289	0
Firenza	1,315	1,113	1,153	4,015	61,505	57,860
Cutlass Supreme	5,166	2,882	5,309	16,855	234,115	216,221
Cutlass Ciera	7,987	3,096	6,932	23,563	225,567	326,632
88/98 (rwd)	859	3,856	713	2,307	285,654	165,926
88 (fwd)	2,560	0	1,450	6,286	0	13,075
Olds 98	2,783	1,597	2,932	9,433	69,322	132,666
Calais	3,165	1,232	3,088	10,038	21,829	137,626
Toronado	400	524	122	701	40,450	28,476
Pontiac Total	18,182	7,134	16,124	56,268	480,968	645,245
Acadian**	0	120	630	1,677	13,322	16,459
2000 Sunbird	3,386	1,607	3,548	10,446	126,453	130,669
1000	1,542	224	1,245	4,579	36,418	32,146
Firebird	2,635	1,515	2,547	8,410	97,808	104,674
Phoenix	0	0	0	0	14,116	0
6000	1,749	0	1,493	5,294	0	51,353
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	2,670	1,227	2,770	8,683	42,811	81,326
Fiero	2,400	1,554	0	5,321	105,817	100,501
Grand Am	3,800	887	3,891	11,859	14,510	128,117
HONDA	3,150	1,842	3,135	9,860	124,571	133,344
NISSAN	1,837	0	1,542	5,109	0	36,592
NUMMI*	1,900	0	1,900	6,080	0	49,949
VOLKSWAGEN	2,350	1,144	2,349	7,478	67,692	88,997
Total Cars, U.S.	180,400	97,279	173,863	570,869	7,102,686	7,549,203
Total Cars, Canada	25,682	20,160	24,813	77,868	949,462	977,849
N. American Cars	206,082	117,439	198,676	648,737	8,052,148	8,527,052
N. American Trucks	95,369	54,461	97,780	299,701	3,561,884	3,763,163
North American Cars and Trucks	301,451	171,900	296,456	948,438	11,614,032	12,290,215

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.